

# THE NATIONAL Provisioner

Volume 100

Meat Packing and Allied Industries

APRIL 30, 1940

• ARCHER BRAND •

## Cherryblossom



## SOY FLOUR

### AVERAGE COMPARATIVE ANALYSIS

The following analysis illustrates the added nutritive value when Cherryblossom Soy Flour is used as a constituent in sausage and loaves.

#### WITHOUT ADDITION OF SOY FLOUR

SOLIDS . . . . .	40.77%
PROTEIN . . . . .	11.69%
FAT . . . . .	25.90%

#### WITH CHERRYBLOSSOM SOY FLOUR ADDED

SOLIDS . . . . .	43.35%
PROTEIN . . . . .	13.29%
FAT . . . . .	25.14%

*Enriches Nutritive Value  
Improves Slicing Qualities  
Increases Consumer Demand*

The high protein content of Cherryblossom Soy Flour adds nutrition to your sausage, meat loaves, and specialties resulting in consumer preference and increased sales! Progressive sausage makers rely on Cherryblossom Soy Flour for better appearing, cleaner slicing loaves. This binder assures a product of firmer texture that will not crumble or split. It absorbs and holds natural juices, gives finer flavor and better color. Cherryblossom Soy Flour meets every requirement of the perfect binder . . . convenient to use, healthful and nutritious! Write today for particulars.

## ARCHER-DANIELS-MIDLAND CO.

MINNEAPOLIS, MINNESOTA

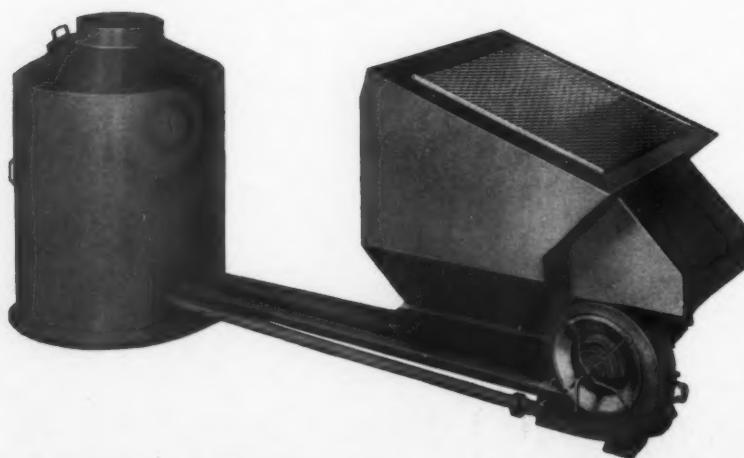
Soy Bean Plants at BUFFALO • CHICAGO • DECATUR • MILWAUKEE • MINNEAPOLIS • TOLEDO  
SALES OFFICES AND AGENTS LOCATED IN ALL PRINCIPAL CITIES



*Cool humid smoke*



**YES! AND NO GAS  
OR OTHER FUEL IS REQUIRED**



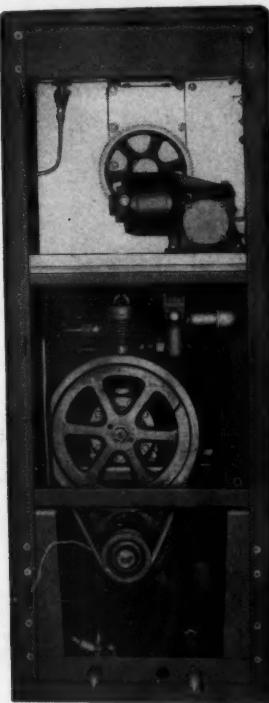
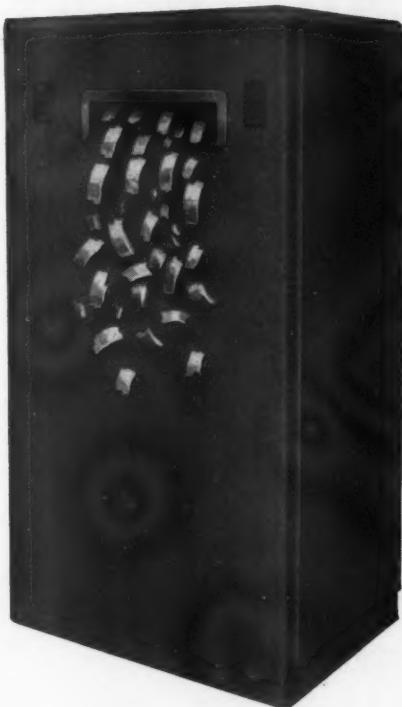
Sure, customers are surprised. Yes, and more than pleased when experience shows how easily smoking conditions are controlled, smoking time shortened and product appearance improved.

This recently introduced smoke generator is paying its way in over thirty installations in sawdust saving alone.

**JOHN E. SMITH'S SONS CO.**  
50 Broadway                    Buffalo, N. Y.

**BUFFALO SMOKEMASTER**

# CONVENIENCE plus ECONOMY make this little machine BIG NEWS for Sausage Makers



FLAKICE FROSTY RIBBONS, those clean, dry, curved ribbons of frozen water, ideal for sausage makers because they can't bruise the meat nor dull the cutter blades . . . now available in small quantities!

This compact, efficient new FlakIce Machine answers the prayer of those who use from 500 to 2000 pounds of ice per day. Here's ice when you want it, as you want it . . . 60 seconds after you flip the switch.

If you use more than a ton of ice a day, check up on the larger FlakIce machines which also give you "Ice in 60 seconds, savings every minute." Capacities up to 25 tons per 24-hour day. Look for the York trade-mark in the classified section of your telephone book.

York Ice Machinery Corporation, York, Pennsylvania. Headquarters Branches and Distributors throughout the world.



## Headquarters for Mechanical Cooling Since 1885

*See the latest York equipment at the showroom of the York Branch or Distributor nearest you*

Refrigeration and Air Conditioning for every Industrial Application • Comfort Air Conditioning for every type of Store, Restaurant, Office, Hotel, Institution or Residence • Marine Refrigeration and Air Conditioning • Yorkaire Automatic Heating • Refrigeration for every Commercial Use; Hotel and Restaurant Refrigerators; Beverage Dispensing Equipment • FlakIce Machine—Ribbon Ice in 60 Seconds • Dairy and Ice Cream Plant Equipment • Refrigeration Accessories and Supplies.

# THE NATIONAL PROVISIONER

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Official Organ Institute of American Meat Packers

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## EDITORIAL STAFF

J. B. GRAY

Editor

EDWARD R. SWEM

Managing Editor

VAL WRIGHT

Associate Editor

M. A. ADAMS

News Editor

★

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## DAILY MARKET SERVICE

(Mail and Wire)

E. T. NOLAN

C. H. BOWMAN

Editors

The National Provisioner Daily Market Service reports daily market transactions and prices on provisions, lard, tallow, and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 So. Dearborn st., Chicago.

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# PRAISED BY MEAT PACKERS FROM COAST-TO-COAST



Cerelose, pure Dextrose sugar helps develop and protect color in meat. In fresh sausage Cerelose protects the desired color. In all kinds of sausage Cerelose helps to develop that good color. Meat packers are enthusiastic in their praise of Cerelose as

an aid in the fixation of color. They also appreciate its economy.

For further information about this pure Dextrose sugar write CORN PRODUCTS SALES COMPANY, 333 North Michigan Avenue, Chicago, Illinois.

## CERELOSE HELPS DEVELOP AND PROTECT COLOR IN MEAT

## "BOSS" SILENT CUTTER



Not just another Silent Cutter, but such a decided improvement over the ordinary type of cutter, that sausage makers who make it a point to consider the earning qualifications of their equipment, see at once the possibilities this machine provides.

From the very first turn of the bowl this machine proves its worth! Friction being reduced to a minimum, less power is required to operate the cutter and the cutting operation can be prolonged without any danger of overheating the meat.

Extending the cutting time permits maximum absorption of moisture which increases the yield and

makes the finished product juicy and palatable.

Equipped with the "BOSS" UN-LOADER, the emptying of the cutter bowl is quickly and efficiently done. In less than half a minute the entire contents of the largest size cutter are discharged. Being a separate and independent adjunct to the cutter, it functions without involving any part of the cutter itself. It can be removed if desired and being easily and readily kept clean, it makes the unloading of the cutter absolutely sanitary.

"BOSS" CUTTERS are built in 100, 200, 375, 600 and 750 lb. capacities—there is one for every size plant.

If it's a "BOSS" you can depend upon  
"Best Of Satisfactory Service"



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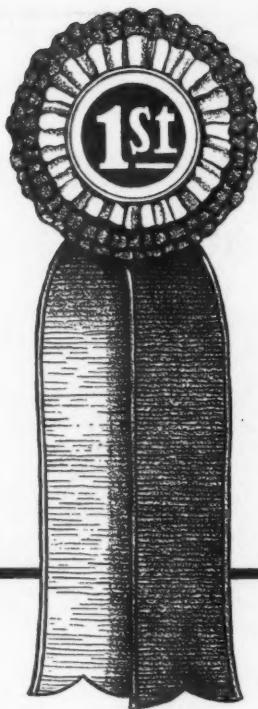
The Cincinnati Butchers' Supply Company

824 Exchange Ave., U. S. Yards,  
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Mfrs. "BOSS" Machines for Killing,  
Sausage Making, Rendering

FACTORY:  
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GENERAL OFFICE: 2145 Central Parkway, Cincinnati, Ohio



# ADELMANN— the first choice of Ham Makers from coast to coast!

Adelmann Ham Boilers win every competitive test. The list of users includes the shrewdest operators in the industry. *And with good reason!*

Adelmann Ham Boilers are easiest to handle, quickest to operate, reduce shrinkage, and lower operation costs. They are simple to clean, last longer, perform better, and produce the kind of boiled hams that really sell!

Elliptical yielding springs eliminate cover tilting—exert a firm, wide, flexible pressure. Perfectly shaped, evenly molded boiled hams always result.

Made of Cast Aluminum, Tinned Steel, Monel Metal, and Nirosta (Stainless) Steel, Adelmann Ham Boilers offer the most complete line available.

Liberal trade-in schedules make it actually *profitable* to dispose of worn, obsolete equipment for new modern Adelmann Ham Boilers. Ask for booklet "The Modern Method" today.

"Adelmann—The kind your ham makers prefer."

**Ham Boiler Corporation**

Office and Factory: Port Chester, N. Y. • CHICAGO OFFICE: 332 S. MICHIGAN AVE.

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New Zealand Representatives: Gollie & Co., Pty. Ltd.,  
Offices in Principal Cities—Canadian Representative:  
C. A. Pemberton & Co., Ltd., 189 Church St., Toronto



# Have the *Postman* put your carton—and your carton problems—on this table

**THE GARDNER-RICHARDSON CARTON ADVISORY COUNCIL will analyze them  
... give you the benefit of 200 combined years of packaging experience**

TEN FOLDING carton specialists—each an expert in his field—will sit around this table and cross-examine your carton. Does it measure up to 1940 standards? Would brighter inks and whiter board snap it up? Would re-designing give it greater visibility—greater shelf appeal? Would re-styling make it more practical—more economical? Would a lighter, less expensive board be sufficient to protect your product?

Your carton will be analyzed from every standpoint—economical pro-

duction, adequate product protection, consumer appeal. And a detailed report of the Carton Advisory Council's findings and its recommendations will be placed on your desk.



**WRITE TODAY** for a copy of Gardner-Richardson's "Carton Problem Organizer" which makes it easy for you to organize and present your carton problem to the Council for consideration. This helpful service is yours, without obligation.

#### INFORMATION PLEASE!

Here are a few of the questions which have been recently presented to the Carton Council:

*Can you tell us how to reduce jammers, leakers and waste in the filling machines?*

*Our cartons fade and discolor in the sunlight—have you any suggestions?*

*We have been using this same design on our cartons for 30 years—would you advise any changes? And why?*

*Our cartons lack color uniformity, which is very noticeable in mass displays? Is there any way to overcome this?*

Send in your folding carton questions. The Council experts and the Gardner-Richardson technical staff will help you find the answers.

## The **GARDNER-RICHARDSON Co.**

MIDDLETOWN, OHIO

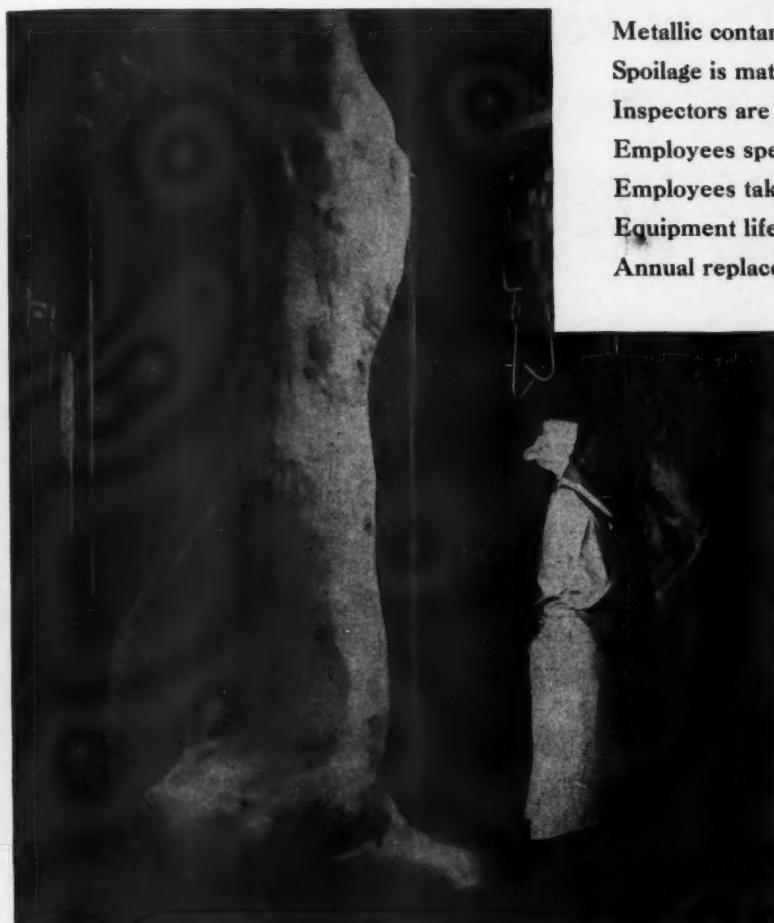
Manufacturers of Folding Cartons and Boxboard

Sales Representatives in Principal Cities: PHILADELPHIA • CLEVELAND • CHICAGO • ST. LOUIS • NEW YORK • BOSTON • PITTSBURGH • DETROIT



**THIS SYMBOL** is your assurance of greater uniformity, higher quality, better appearance, better product protection—profit and satisfaction.

# WHAT HAPPENS WHEN A PACKING PLANT INSTALLS STAINLESS EQUIPMENT?



- Metallic contamination disappears.
- Spoilage is materially reduced.
- Inspectors are favorably impressed.
- Employees spend less time cleaning equipment.
- Employees take greater pride in their work.
- Equipment life is prolonged.
- Annual replacement costs are reduced.

## *Is Your Plant Enjoying These Benefits?*

IF you have not yet introduced stainless steel equipment in your meat packing operations, it will pay you to lose no more time. Year by year, inspection standards are becoming stiffer, so why not lay out a program now, calling for regular, periodic replacement of worn-out or obsolete equipment with stainless steel.

That's one of the advantages of stainless steel equipment—you know that equipment you install today will remain clean and serviceable year after year, as you add other stainless units. Its useful life is practically without limit. It is the one metal that universally resists attack by meat acids, which are highly corrosive to other metals.

To make sure that you get full satisfaction from stainless equipment, remember to specify U·S·S Stainless Steel. For handling all types of meats and meat products, money can't buy a finer, easier-cleaning, more all-round useful material. Write us for names of fabricators who can supply you with equipment of U·S·S Stainless Steel.

### USE STAINLESS STEEL FOR THIS EQUIPMENT

*Here are representative types of meat-packing equipment which can be profitably made of U·S·S Stainless Steel:*

TABLE TOPS (GENERAL)	SAUSAGE TUBS	LOIN PINS
HOG GAMBLING TABLES	TUBS (GENERAL)	SHROUD PINS
SAUSAGE STUFFING TABLES	PUDGING PANS	BACON RACKS
TRUCKS (GENERAL)	MEAT LOAF BOXES	BACON HANGERS
SAUSAGE STICK TRUCKS	TROLLEYS (HOOKS)	SHEEP LOGS
PAUNCH TRUCKS	MEAT HOOKS	THEER
INSPECTION TRAYS	GAMBRELS	STERILIZING LAVATORIES
SCRAPPLE TRAYS	SPREADERS	CATTLE HEAD INSP. STANDS
COOKING TANKS	OFFAL RACKS	MEAT RAILS
PICKLE TANKS		CHAIN CONVEYORS

## U·S·S STAINLESS

AMERICAN STEEL & WIRE COMPANY, Cleveland, Chicago and New York  
CARNEGIE-ILLINOIS STEEL CORPORATION, Pittsburgh and Chicago

NATIONAL TUBE COMPANY, Pittsburgh

Columbia Steel Company, San Francisco, Pacific Coast Distributors  
United States Steel Export Company, New York      Seely Steel Products Company, Chicago, Warehouse Distributors



## UNITED STATES STEEL

# How to Make YOUR Liver Sausage Sell Better, Faster...

● Your sales should be UP right now—for women everywhere are reading good, strong advertising that makes them want to buy more Liver Sausage.

*This is the time for you to go after new customers just twice as hard!*

Dress up your Liver Sausage with Armour's Casings and give them EYE-APPEAL—the tempting appearance that catches a woman's fancy every time!

These CLEAR, WHITE casings display your sausage so much better! And they KEEP your sausage fresh and tasty—protect its goodness all the way to the dinner table.

Make Armour's Liver Sausage Casings your choice and you can be sure that your sales will be steadily better—because Armour's Casings are better—*naturally!*

## ARMOUR'S LIVER SAUSAGE CASINGS

CASING DEPARTMENT

**ARMOUR AND COMPANY**  
UNION STOCK YARDS • CHICAGO, ILLINOIS

# RESEARCH PROGRAM TO BUILD NATION'S INCOME URGED BY OSCAR MAYER

President of Oscar Mayer & Co. and the Chicago Association of Commerce and a trustee of the University of Illinois, Oscar G. Mayer is also an original thinker in the field of economics. At Illinois Swine Feeders Day at the University of Illinois, Mr. Mayer, after making some observations on meat industry economics, urged that a new weapon be forged against depression—a national program in which \$100,000,000 would be invested annually in coordinated research by universities, foundations, the government and private industrial laboratories. His recommendations, which follow, should interest all industry and agriculture.

By OSCAR G. MAYER

SINCE the livestock producer has already captured a rather definite percentage of the realized national income, his best bet is to do what he can to increase industrial and urban purchasing power. He must remember that agriculture started out as a subsistence industry, and that it is the growth of industrial and urban activity which transformed it into a vast and for many a paying business. His big customer is the industrial and city worker.

How then can urban buying power be increased? Historically, there are two ways in which this has been done:

- 1.—Through the expansion of existing industries and,
- 2.—Through the creation of new industries.

## Industries Expand through Invention

Taking Number 1 first, existing industries expand partly through the growth of population, but principally through the invention of machines and processes within the industry which step up production, reduce costs and thus place the products of the industry within the buying range of more people.

A perfect example of this is the silk stocking industry whose product has by the invention of amazingly ingenious machinery been reduced in price from around \$3 to \$4 a pair 25 years ago, to from 59c and up, today. This has stepped up the demand per lady from possibly three pair to 25 to 50 pair a year. At the same time an increased sense of well-being and a pleasant esthetic value have been created—truly a splendid achievement. Hundreds of other industries can point to a development similar to this in the past 50 years.

The second method—the creation of new industries, has been characteristic of our economic history during the past century, but has been particularly evident during the last 60 years, which mark the almost incredible epic of the introduction of the telephone, electricity, the automobile, the moving picture, the radio, and the airplane. Nobody knew

or wanted these things until they were offered to us; today they actually constitute the core of our modern life, and they employ a very large proportion of our population.

Both the improvement in old industries and the development of new are directly traceable to the spirit of research and to the irrepressible conviction on the part of a small select group of inventors and entrepreneurs that "nothing is being done as well as it can be done." They are the pioneers who lead us to a better life.

## Industry Birth Rate Declines

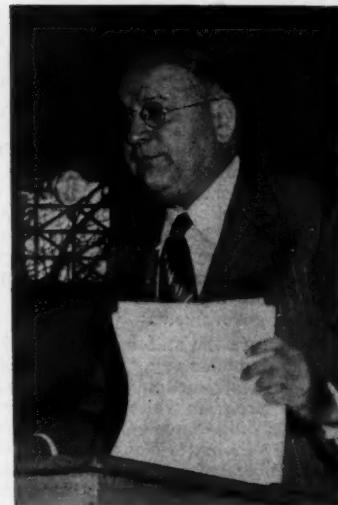
During the last decade, however, there has been a noticeable lag in the development of significant new industries. This, I believe, has had much to do with the drop in national income and the harrowing problem of unemployment which has befallen us, with unmistakable effects upon agricultural prosperity. Both agriculture and industry must agree that unemployment is the burning question of the day, and that industry must be put back into a position where it can provide employment.

Efforts to spread work and thus give more people a livelihood are helpful but do not increase the national income except to the extent that they stimulate further efficiency and/or increase production. The long range solution of the problem of building up our national income to the 80 or 100 billion dollar point devoutly desired, seems to me to lie largely in the direction of systematized research.

## All Benefit from Research

There has been a lack of appreciation of the contribution which intensified research could make towards solving this problem. Chemurgic research (i. e., the search for new industrial uses for farm products) is of great value to the farmer, but he must bear in mind that successful research of any kind is good for him.

An inkling of what can be done can be sensed from results achieved by some of our great private research laboratories, such as DuPont, General Motors, Bell Telephone, and others, whose notable con-



tributions have distinctly raised the tone of our civilization. But their work is, from a national standpoint, not big enough. It merely scratches the surface.

Our entire country should be organized into a vast, coordinated research laboratory consisting of thousands of units, some operating under the federal government, many under the universities and research foundations, and thousands in industrial plants throughout the country. Furtherance of a vast research program of this type is, in my opinion, a legitimate function of the federal government.

I venture the statement that had we, as the gamblers say, "shot" 100 million dollars per year on a systematic research program since 1930, we would by this time have gone a long way toward eliminating our unemployment problem and the many billions loss of man- and capital-power it has cost us.

#### Never Too Late

It is, of course, never too late to begin. The government should, in first instance, do research of its own on a much larger scale than in the past. The four new agricultural laboratories just swinging into action are a highly commendable step in this direction.

Industrial discoveries which the government makes should be patented and licensed to responsible concerns at proper royalties, the income to be used for further research. The University of Wisconsin Research Foundation, which derives the major part of its income from royalties on the Vitamin D patents of Professor Steenbock, is a splendid example of this idea.

Our national research program and policies should be deemed important enough to be placed under the supervision of a non-political body which would coordinate all public research and give guidance and help to private research where this was desired. Out of an annual appropriation of say \$100,000,000, the Research Commission would be empowered to make grants up to 50 per cent of the annual operating cost, to properly qualified private industrial laboratories, large and small.

#### A Research Stimulant

The program should in no way be construed as a free and easy subsidy, but rather as a stimulant to popularize and democratize research. Incidentally, it would create a great deal of highly interesting employment for a sizeable portion of our university graduates. The projects to be studied would have to be in line with sound national needs and policies. In general, the thought would be to encourage the type of development more apt to amplify than to displace existing industry, but too much limitation would be a mistake.

In return for its assistance to private research, the Research Commission would receive a beneficial interest in successful patents, these funds to be used for further research. Provision should also be made in the grant that successful cooperative inventions would

have to be licensed to other members of the industry on a reasonable royalty basis after one or two years of exclusive use by the inventor, in the enlightened manner of the automobile industry, which has done so much to accelerate progress in that field.

The government would, of course, also participate in royalties received by the patentee from other users. It is my belief that under the plan outlined here the government's research corporation would in due course become not only self-supporting, but profitable.

#### Backlog for Recessions

Some inventions and discoveries made by the government or its associated corporations, could probably be withheld from production in time of prosperity to be brought out during the next period of recession. (You will note that I assume, that when this plan gets going we would have no more depressions, merely recessions.)

A supply of useful inventions would, in my estimation, be a good substitute for, or at least a good supplement to a public works program to pull us out, because the products of research would have reproductive economic value, capable of giving weekly support to those working on them.

The annual appropriation for research would have to be viewed with a liberal attitude by Congress and the people, the only concern being that the money all went into honest-to-God research. We would have to take a sporting chance on the results; no one could foretell how many significant discoveries, if any, would be made in any one year.

This long range research program would, I feel, greatly aid in raising our national income to the coveted annual goal of 100 billion by providing many new, useful commodities, and dispelling unemployment in their making. Many new uses for the products of the farm would probably be discovered.

The raising of urban and industrial income would automatically raise farm income; that, I repeat, is the only way it can soundly and effectively be done. The diminution of unemployment through a revitalized industry would in time cancel the need of WPA and relief, and would greatly reduce unemployment insurance costs. Taxes could again be lowered and the budget balanced, and we would find ourselves back in the pay-as-you-go way of life in which we somehow got along during the first 140 years of our national existence.

#### RATH EXPANDS POWER PLANT

A new 450-lb. high pressure boiler, with a normal rating of 75,000 lbs. of steam per hour, and a 1,500-kw. turbine-generator, bleeding at 125 and 45 lbs., are being installed by The Rath Packing Company, Waterloo, Iowa. The engine room and the boiler room at the Rath plant are being extended to house the new equipment.

#### A NEW FRANKFURT BY GOBEL

A new frankfurter, proclaimed by its makers as "fit for a king," has been developed by Adolf Gobel, Inc., meat packers of Brooklyn, N. Y. Named Gobel's Royal frankfurter, the product is based on a "new and different" formula and has a flavor which is reported to be making friends rapidly.

The frankfurts are displayed in a modern box manufactured by Standard



ROYAL FRANKFURT DISPLAY BOX

Folding Cartons, Inc., 85-89 Ingraham St., Brooklyn, which has aroused much favorable comment. The box has already been entered in the next exhibit



RECIPES IN HANDY CONTAINER

of containers to be staged by *Modern Packaging* magazine.

An announcement advertisement for the new frankfurters has appeared in one of the New York newspapers. Promotion is also being carried on by means of counter cards and a handy carton which holds 50 colorful circulars suggesting attractive, tasty ways of preparing the frankfurts for the table. Printed in several colors, the circulars include instructions for preparing the frankfurts stuffed in tomatoes and in combination with cheese rarebit sauce.

A meal without Meat  
is a meal incomplete.

# PLANT LAUNDRY IS MONEY SAVER

## New Equipment Makes Economies Possible in Many Small Plants

By VAL WRIGHT\*

**T**HE packer or sausage manufacturer who believes he has taken every possible step to insure that his plant is efficiently equipped and operated may be overlooking a real money-saver in the installation of a plant laundry. For here, apart from the general run of operating and processing problems, is an opportunity which merits the serious consideration of every packer interested in lowering his costs without impairing the quality of his products or services.

Most of the larger packers have operated their own laundries for years and have found it profitable to do so because of the large volume of material handled. Through the development of new equipment designed specifically for smaller laundering requirements, it is now possible for many smaller companies to do their own laundering economically and efficiently with a very modest initial investment.

Plant laundries require very little space, are not expensive to operate and can be run satisfactorily without skilled labor. They make it possible for the packer or sausage manufacturer to reduce his inventories of wiping cloths, towels, shrouds, employees' coveralls, jumpers, frocks and other garments by keeping these materials under his own control. In addition to the actual money savings often realized, plant laundries provide certain other advantages which will be discussed later.

### Typical Laundry Savings

An annual saving of more than \$2,000 is reported by an industrial firm having a typical laundry installation of washer, extractor and dryer similar to those shown in an accompanying illustration. Comparative cost figures are summarized in the table on this page. Principal items handled in this laundry are unionalls, aprons and caps.

The table reveals that a saving of \$1,504.03 was made during the eight-month period reported, as compared with the previous eight months when laundry was handled outside the plant. Total equipment cost of this installation was \$1,740, or less than the amount saved during the first year of operation. Subsequent savings of \$2,000 per year represent net profit.

Ten months after installing its own washer, extractor and drying tumbler, an industrial concern using large quantities of cheesecloth for wiping purposes

\*Assoc. Editor, THE NATIONAL PROVISIONER.

### SAVINGS ON A TYPICAL INDUSTRIAL LAUNDRY PLANT INSTALLATION

Month	Unionalls, No.	Aprons, No.	Caps, No.	Previous costs	Costs with own plant	Saving
February	490	285	202	\$ 160.95	\$ 76.00	\$ 84.95
March	206	538	144	148.30	72.16	72.14
April	610	224	381	198.70	86.96	106.74
May	874	425	315	271.55	97.04	174.51
June	1,155	507	426	349.65	116.50	233.15
July	1,499	544	527	434.10	118.70	315.40
August	1,465	536	626	436.00	115.87	322.63
September	980	428	377	287.90	98.39	194.51
8-mo. totals.....	7,289	3,497	2,908	\$2,282.15	\$778.12	\$1,504.03

summarized its experience as follows:

"During the past ten months we have laundered 10,435 lbs. of rags and 14,000 lbs. of cheesecloth at a cost of \$870. Had the material been purchased new it would have cost \$6,270. We have made an actual saving on rags and cheesecloth of \$5,398." Another company with its own laundering equipment recently stated that it had cut its rag costs from \$5,000 to \$1,800 per year for a net average saving of \$3,200.

One of the first items to be considered by a packer examining the possibilities of a plant laundry is the quantity of material to be handled. This is frequently an index as to whether or not the installation would prove to be

article, might include washer, extractor and dryer. Materials to be laundered are placed in the cylinder of the power washer, where, through action of soap, water and a mild soda solution, soil is quickly removed without damage to the fabric. Any meat plant articles made from a textile fabric can be laundered.

Clothes and other materials are next placed in the extractor basket, where excess moisture is removed through centrifugal action. Articles then go into the drying tumbler where they are dried completely and given a pliable, lint-free finish.

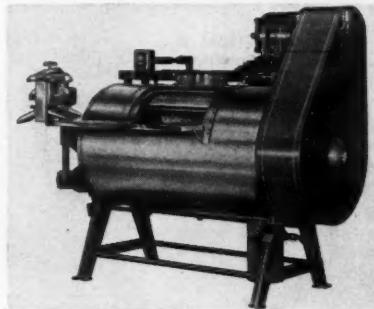
Material to be finished is then taken to the flat work ironer, or properly shaped finishing press, where it is finished ready for use or wear. However, many meat packing plants do not consider it necessary to finish the garments. Depending on the material to be handled, an installation may include merely a washer and dryer, or perhaps a washer, extractor and dryer. In some cases the washer alone is sufficient; it may be equipped with an individually driven rubber roll wringer if desirable.

### Equipment Should Fit Job

Just as in buying processing or handling equipment for his plant, the packer or sausage manufacturer should view laundry machinery in the light of his particular requirements. For any specific laundering job, there is one unit of equipment, one style and size, which will prove most efficient. Equipment suppliers will usually be glad to submit detailed recommendations after making a complete survey of plant requirements.

Labor, power, steam, water, heat, light, detergents (washing materials), maintenance, depreciation, floor space and insurance are the principal items to be considered in figuring operating expenses for the plant laundry. Many plants have found it possible to staff their laundering department with help already available, such as maintenance men, watchmen or general handy men. However, if there is a quantity of apparel to be finished, full-time labor is generally required.

The experience of Roberts & Oake, Chicago pork packers, is a case in point. Here one unskilled laborer, working a 42-hour week, handles the plant laundry without assistance, operating a washer, extractor and tumbler. The plant turns



USEFUL FOR SMALL PLANTS

Small, efficient power washer specially designed for laundry departments of moderate capacity. Through use of such equipment, small as well as large packing plants may enjoy savings of a plant laundry. (Photo courtesy American Laundry Machinery Co.)

a profitable investment. The laundering requirements of the plant should be figured on a dry weight poundage basis.

A number of industrial and packing plants are showing a profit with a volume of slightly more than 300 lbs. of laundry per week. Worthwhile savings in dollars and cents can almost always be shown with 500 lbs. The profitable minimum will vary, of course, depending on local laundering costs, labor costs, hardness of water to be used and other factors, such as the availability of steam and hot water.

A typical meat plant laundry installation, of the type illustrated in this

out about 600 lbs. of dried, unfinished material each week, in addition to a quantity of rags, according to R. O. Walter, purchasing agent.

Items laundered include overalls, jackets, frocks, etc., for about 300 male employees, towels, rags and waste. Smocks used by women workers are sent to a commercial laundry and come back finished. Mr. Walter estimates that present laundry facilities used by the company might handle 25 per cent more material without inconvenience.

Laundering equipment consumes little electric current and is said to be reasonable in consumption of water and steam—items readily available in the average packing plant. The Roberts & Oake equipment is driven by one 7½-hp. electric motor. The company does not have a definite record on steam costs for the plant, but plans to check this item soon by installing a flow meter. Cost of soap and cleaning materials used in the laundry averages about \$10 per week.

#### Distribution Simplified

In the Roberts & Oake installation, laundry equipment is operating more or less continuously during working hours throughout the week. Workers don a clean uniform about twice weekly; each employee ordinarily has a clean outfit awaiting him in the laundry at all times. Garments are identified by numbers or other markings and after laundering are placed in numbered "pigeon-holes" to be picked up by employees. The necessity of gathering up apparel and other items for an outside laundry is eliminated, and no extra labor is required to keep garments under orderly control.

The case of a Cincinnati meat packing company illustrates how inventories of uniforms and other materials may be reduced through installation of a plant

laundry. This company formerly required six sets of uniforms, coats or aprons per employee. Since installation of its own laundry, the plant has been able to lower this figure to three—an inventory reduction of 50 per cent.

By controlling laundering operations in his own plant, a packer can insure that the apparel worn by his employees is sanitary and receives positive cleaning. When workers no longer carry clothing back and forth between the plant and their homes, there is no chance for them to bring back in the clothing any disease germs which may be present in the home. This is an advantage in reducing transfer of bacteria from clothing to meat products or to other employees.

When the packer sends his uniforms, towels, truck covers, etc., to an outside laundry where material from different industrial plants is coming in for reclamation, the items are subjected to washing formulas selected according to the laundering needs of the most soiled articles.

With the laundering under his own control, the packer can have the different articles sorted before laundering and the washing materials adapted to the degree of soil in each. In this manner, the useful life of uniforms, towels and other laundered items may be prolonged.

#### HORMEL RENEWS RADIO SHOW

Geo. A. Hormel & Co. has signed a contract for continuation of its popular radio feature, "It Happened in Hollywood," for a further 52 weeks. The musical presentation, which originates at Station KNX, Hollywood, is heard over 38 stations of the Columbia Broadcasting System.

#### Rath is Building Unique Interceptor for Grease

A unique interceptor for the reclamation of grease from packinghouse sewage is being constructed by the Rath Packing Company, Waterloo, Ia. The unit will consist of four tanks, 72 ft. long, 20 ft. wide, and 10 ft. deep, two of which will be equipped with straight line mechanical skimmers and collectors to remove most of the grease and scum from the water.

The other two tanks will have grease aeration and flotation units and are expected to reclaim a considerable portion of any remaining grease. It is this latter equipment which will make the plant of unusual interest, since it applies aeration in a different manner than is usually done, and is expected to recover a greater percentage of grease.

As a result of the use of this unit, sewage from the Rath plant will carry very little grease and can be handled more easily by the city's sewage disposal plant.

#### USE OF CAMPAIGN MATERIALS

The Institute of American Meat Packers has requested that member companies refrain from directly imprinting, with the individual member's name or brand, the Institute store materials being used in connection with the approaching nation-wide campaign on liver sausage.

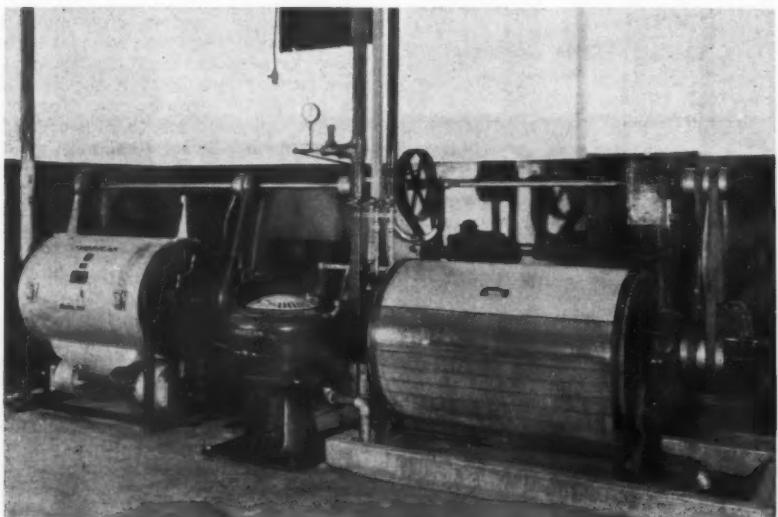
Members are, however, encouraged and urged to print and tie in their own advertising materials with the Institute's pieces; those desiring special materials showing their own brands may obtain mats of attractive store pieces from the Institute.

#### PACKERS MODERNIZE SMOKING

The meat plant of Charles Loos, Yonkers, N. Y., has just completed installation of a new smokehouse with automatic heat control, supplied by Brand Bros., Inc. A revolving track smokehouse with automatic heat control and automatic clutch, also supplied by the Brand company, has been installed in the plant of Joseph Seiler & Sons, Inc., Trenton, N. J., and a similar installation is being completed for Maurice Marx at Asbury Park, N. J.

#### CREDIT MEN CONVENE

Industry group meetings, at which credit managers representing meat packing and other industries will discuss the particular credit problems of their own industries, will make up two of the afternoon sessions of the forty-fourth annual Credit Congress of the National Association of Credit Men, which will be held on May 19 to 23 at Toronto, Canada. More than 40 separate industry groups will attend.



SAVED PLANT \$2,256 ANNUALLY

A plant laundry installation of this type brought savings of \$1,504.03 in eight months under the cost of having work done outside in a similar period. Equipment consists of washer at right, extractor in center and drying tumbler at left. Note small space occupied by complete laundry. (Photo courtesy American Laundry Machinery Co.)

# All Factors Favor Success In Liver Sausage Campaign

AS THE first of nearly a million pieces of store display material distributed by the Institute of American Meat Packers appeared in groceries and retail meat markets throughout the nation this week, the largest merchandising drive ever launched by the meat industry on liver sausage gathered momentum.

Throughout the past 15 days, packers' sales organizations have been laying the foundation for the campaign. Retail dealers have been acquainted with the details of the program, and every effort possible has been made to organize retailer cooperation.

Opening phase of this drive for consumer interest in liver sausage will reach its peak on Friday, April 26, when the first consumer advertisement will appear in *Life* magazine. From that

meats begins to develop. Thus, it will direct the attention of consumers to liver sausage when their receptivity is greatest, and should catapult sales of the product to a relatively high peak.

Liver sausage as a subject for promotion is a "natural," the Institute points out. Those who try it like it and come back for more. That is because liver sausage is one of the tastiest foods. In this promotion, moreover, packer salesmen and retailers have promotional ammunition never before made available to them in connection with liver sausage.

All retailers know the value of health appeal in connection with a food product. They have only to survey what happened to sales of citrus fruits when their health-giving qualities were advertised. Sales of tomato juice and other



## TELLING THE RETAILER

Scenes like this one are being repeated thousands of times throughout the United States as packer salesmen enlist retailer cooperation in the liver sausage campaign. In this illustration from the campaign movie "Tell 'Em and Sell 'Em" the salesman is showing his dealer the double page advertisement in *Life* magazine which will start the consumer phase of the liver sausage drive.

point forward, the campaign will exert a continuous, forceful sales pressure behind liver sausage.

A secondary "lift" will be given the promotion during the first week in May, when additional retail display material will be distributed. Another thrust will be exerted with appearance of the second *Life* ad on May 17.

## Favorable Factors Cited

The greatest volume opportunities in the history of the sausage manufacturing industry await the companies and salesmen who take advantage of the promotion and conduct an aggressive drive on behalf of their own product, the Institute points out. Every condition that might affect the success of the liver sausage drive is favorable.

The campaign is timed to the minute. It opens exactly when normal summer trade in sausage and ready-to-serve

products have boomed similarly when beneficial qualities were made evident to consumers.

Liver sausage, containing a high percentage of liver in its ingredients, ranks as an excellent source of vitamin A and the vitamin B group (thiamin, riboflavin, nicotinic acid, etc.), in addition to first quality protein and minerals—iron, copper and phosphorus—all essential to body building.

A new idea in the culinary preparation of liver sausage is advanced in this campaign—liver sausage in hot dishes. This serves to widen the field for liver sausage sales. Now it can be suggested not only for sandwiches and cold plate service, but also for full-fledged, hot luncheons, dinners and snacks.

The "liver sausage-burger," presented for the first time through this consumer advertising, should find immediate favor in restaurants, "hamburger" establish-

ments, roadside stands and similar eating places. The other hot dishes featured should find immediate favor with consumers.

But the biggest force compelling close cooperation by packers and retailers in the promotion comes from the profit possibilities made available.

When the entire industry goes over the top in an intensive push behind liver sausage, packer salesmen and retailers should remember that advertising, publicity and effective dealer aids cannot bring sales results unless supported by aggressive merchandising on the part of retail dealers. It takes retail cooperation to put genuine drive into any promotion. Processors who overlook this angle and fail to organize such cooperation cannot hope to capitalize fully on their opportunities.

## BEEF DEMAND IS VARIED

An assortment of approximately 150 grades and weights of fresh beef must be kept available in the coolers of a meat packing company doing a national business, and yet every pound of it ordinarily is sold within ten or twelve days after the animal is dressed, said Paul C. Smith of Chicago, vice president and beef expert of Swift & Company, in a speech this week at the Annual Live Stock Feeders' Day at the University of Nebraska. Mr. Smith spoke as a representative of the Institute of American Meat Packers.

"The lightest beef we produce," he stated, "is consumed along the Mississippi and Missouri rivers. As you move eastward, practically every 100 miles finds a demand for somewhat heavier beef, until you reach Boston, where the heaviest beef produced in this country is consumed."

In discussing wastes and losses which in the aggregate cut down the amount the meat packing industry can pay for its beef supply, Mr. Smith mentioned the bruises sustained in shipment. He stated that most truckers and other carriers are both sensible and humane, but that farmers sometimes would find it profitable to interest themselves in the personnel and equipment used in hauling their livestock to market.

## A. & P. PROMOTING LARD

Calling attention to the steady increase in lard stocks during recent months, the national meat department of the Great Atlantic & Pacific Tea Co. is recommending that all A. & P. units arrange to run weekly lard features, backed by aggressive sales promotion in the form of newspaper and circular advertisements.

"The present status of belligerent nations prevents any great quantities of this huge stock being moved through export channels," the department states. "Of consequence, it must be consumed domestically."

**YOU CAN MAKE THE FINEST**

# **TENDER HAMS**

**with**

**PRESCO PICKLING SALT**

**and the**

**PRESCO PICKLE PUMP**

The PRESCO PROCESS for producing TENDER HAMS is not an experiment. It has been fully developed by us and is an accepted packing house practice. The benefits of this exceptional method are available to our customers. Let us show you how to successfully produce TENDER HAMS by the PRESCO PROCESS.

**THE PRESERVALINE MANUFACTURING CO., BROOKLYN, N.Y.**

# PLANT OPERATIONS

## Ideas for Operating Men

### CLEAN FLUES CUT COAL COST

Packers whose plants are located in or near residential districts and who risk incurring the wrath of housewives by blowing boiler tubes frequently and spewing soot and fly ash over the neighborhood, will be interested in the experience of the Louisville Provision Co., Louisville, Ky.

This company formerly blew boiler tubes once each 24 hours—at midnight. Recently it installed a fly ash arrester of new design in the boiler stack. This arrester is simple in construction, has no moving parts, and is relatively inexpensive. Boiler flues are now blown every four hours, day and night, and there have been no complaints; practically all of the objectionable material in the flue gases is trapped in the fly ash arrester and removed from the stack.

Preservation of good will is important to a concern which must sell its product to the public, and from this angle alone, the executives of the Louisville Provision Co. believe that the fly ash arrester has been a profitable investment. The money which is saved by keeping boiler tubes clean by frequent blowing may, therefore, be considered clear gain.

The following table shows coal consumption in the plant for an eight-week period immediately preceding installation of the arrester, when tubes were blown once each day.

#### COAL CONSUMPTION WITH DIRTY TUBES

	Coal Burned.
January 11.....	.144 tons
January 18.....	.140 tons
January 25.....	.146 tons
February 1.....	.139 tons
February 8.....	.157 tons
February 15.....	.139 tons
February 22.....	.142 tons
March 1.....	.144 tons
Total .....	1,151 tons

Coal burned in a similar eight-week period immediately after installation of the fly ash arrester, when tubes were blown every four hours, was:

#### COAL BURNED WITH CLEAN FLUES

	Coal Burned.
March 8.....	.133 tons
March 15.....	.132 tons
March 22.....	.130 tons
March 29.....	.140 tons
April 5.....	.131 tons
April 12.....	.131 tons
April 19.....	.137 tons
April 26.....	.136 tons
Total .....	1,070 tons

Keeping tubes clean saved this company 81 tons, or 7 per cent, during the test period. Stack temperature was reduced approximately 100 degs. F. after the fly ash arrester was installed.

### PAN SINK AND STERILIZER

A convenient piece of equipment for the meat packing and sausage manufacturing plant—a sink and sterilizer for washing, rinsing and sterilizing meat loaf pans—is shown in the accompanying illustration. This handy device is installed in the new plant of the Girard Packing Co., Philadelphia, Pa., where it is fulfilling all the designer's expectations for efficiency and economy.

Sink and sterilizing compartment are constructed of stainless steel. Sink is equipped with a spray having hot and cold water connections so that any temperature desired may be maintained during washing and rinsing. Sterilizer has two spray heads connected to water and steam lines.

After being washed and rinsed in the sink, the pans are placed on a sterilizer rack, made of angle irons spaced the width of a pan, and sterilized under the hot water sprays. As one pan is placed in position on the guides, another emerges from the sterilizer. Both sink and sterilizer are equipped with drains and the former is also fitted with an overflow.

### UNIT COOLER DUCTS

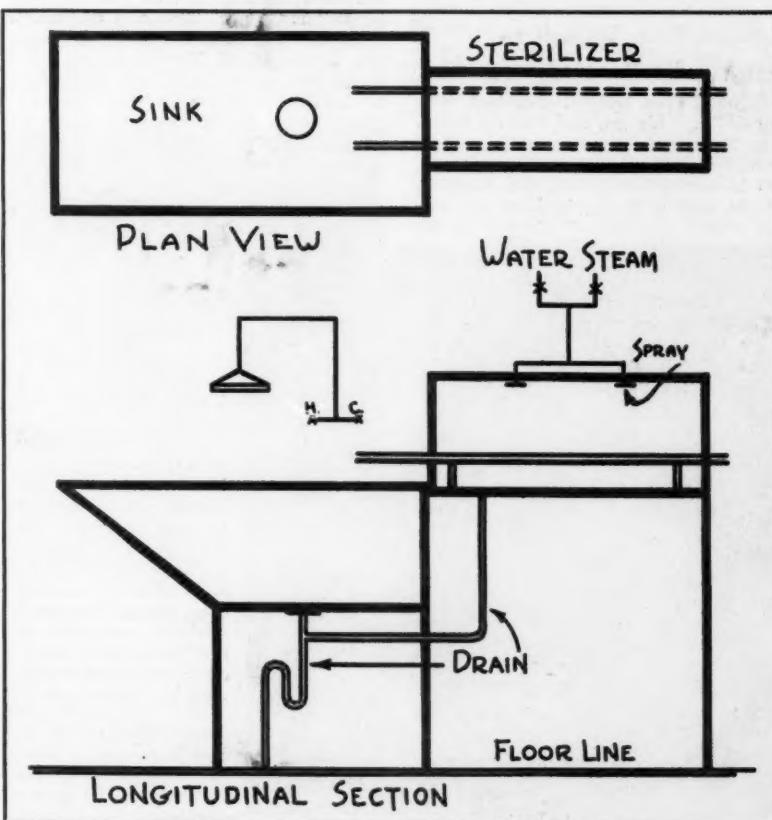
Employees stationed directly in front of a unit cooler frequently complain of drafts. Chilled air is delivered from unit coolers at high velocities to obtain thorough air circulation and uniform temperature in the room. An employee working directly in the path of this air becomes chilled quickly and may shut down the unit to obtain relief, providing a cause for argument between workers.

Objectionable drafts may be prevented by use of ducts. These can be terminated in open spaces and the air discharged at points where no one is working. Uniform chilled air distribution may thus be obtained without discomfort.

Pressed steel air grills are not recommended for use in ducts in meat processing or cutting rooms. These are made from light stock and corrode quickly. Openings are also quite narrow and quickly bridge over with rust.

### RUBBER PAINT

A substitute for paint, made from rubber with a liquid latex base, is finding many uses in meat packing plants. This paint, which may be sprayed or brushed, provides a homogeneous coating which resists rust, acid, salt and any other material or condition which attacks metals. Its use, in many instances, permits employment of lighter gauges of iron. The paint may also be used for waterproofing. It mixes readily with colors and bonds to any metal.



# Up and down the MEAT TRAIL

## H. F. Veenker Appointed General Superintendent of All Morrell Plants

Officials of John Morrell & Co., Ottumwa, Ia., have announced the appointment of Herman F. Veenker as general superintendent of the three Morrell plants at Ottumwa, Ia., Sioux Falls, S. D. and Topeka, Kans., effective immediately. Mr. Veenker has been superintendent of the Sioux Falls plant for the past 21 years. He will continue to reside at Sioux Falls, directing operations from that point.

H. C. Morris, assistant superintendent of Morrell's Ottumwa plant, has been promoted to the post of superintendent of that plant, succeeding John F. Denef, who is unable to continue his duties because of illness.

Clarence Sall, who has been serving as assistant superintendent at the Sioux Falls plant, succeeds Mr. Veenker as superintendent there.

J. V. Snyder, who was transferred from Sioux Falls last January, going to the company's Topeka plant as superintendent, will continue in that capacity.

## Edward Foss Wilson to Be Married on June 1

Edward Foss Wilson, president, Wilson & Co., Chicago, and Pauline Dorothy Wyman of Germantown, Pa., whose engagement was announced recently, will be married on June 1. The wedding will be held in the gardens of Mr. and

Mrs. John Allbright, Hinsdale, Ill. Mrs. Allbright and Miss Wyman are cousins. John Allbright is secretary-treasurer of the Allbright-Nell Co., Chicago, producers of equipment for the meat packing industry.

## D. I. Davis, Packinghouse Construction Expert, Dies

D. I. Davis, well known for many years as an authority on packinghouse construction and operation, died April 17 at his farm home near Kansas City, Mo., where he had lived in retirement since 1936.

Mr. Davis started his career in the industry in 1888 as a stenographer in the Kansas City plant of Swift & Company and became assistant to superintendent C. O. Young and later the operating superintendent of this plant. In 1901 he was transferred to the construction department and directed building activities in the East until 1905, when he was placed in charge of construction at the Chicago office.

In 1909 he went into business as a packinghouse operating and construction expert and later became associated with H. P. Henschien, now senior member of Henschien, Everda and Crombie, packinghouse architects and engineers. This partnership lasted until 1916 when Mr. Davis joined Vestey & Co., with which firm he remained until 1918, when he became supervising operating engineer with Swift International. He remained with this company until 1920, after which he served as operating and construction expert for Midwestern packers. Mr. Davis was 70 years old.

## E. J. Davidson is New Head of Wilson Produce Division

E. J. Davidson, veteran of 28 years of service with Wilson & Co., Chicago, has been appointed head of the company's produce division to succeed the late Dr. R. F. Eagle. Mr. Davidson started with Wilson & Co. in 1912 as produce inspector in New England. After spending 15 years in the produce department, he was appointed manager of the Philadelphia district, serving at this post for five years. He was then transferred to the

company's general offices in Chicago, serving as assistant to J. A. Hamilton, manager of the general branch house and car route departments, who is now a vice president.

Mr. Davidson's host of friends in the packing and produce industries are wishing him much well-deserved success in his new position.

## T. H. Foster Protests Slight, Tripe's a Gourmet's Delight

T. Henry Foster, president of John Morrell & Co., Ottumwa, Ia., believes American literary critics slander "tripe" when they use the word as synonymous with poor writing. His letter of protest, which appeared in the *Saturday Review of Literature*, New York, is reprinted below:

"I want to protest against your frequent aspersions on tripe."

"Tripe is not only the dish delicious, but a favorite of the gourmet the world over; it is in fact one of the shining stars in the firmament of gastronomy, and on account of its pepsin content easily digested, and recommended for those whose digestive tracts are not equal to such delicacies as Lobster Newburg, Hungarian Goulash, and the gastropoda popular in Prunier's of Paris.

"In England, tripe has long been regarded as a tid-bit. Preparing tripe is a trade; and there is the Guild of Tripe Sellers in London—an old honored body of tradesmen.

"Tripe would be popular in America if more chefs knew how to properly prepare it. Few do, but you can get it as it should be cooked and served at the Waldorf in New York, Blackstone in Chicago. In London it's a specialty at the original 'Simpson's.' In Paris there



AT DANAHY'S OPEN HOUSE

Danahy Packing Co. of Buffalo, N. Y., was host to hundreds of visitors at its recent annual open house program. In this photograph, Arthur T. Danahy, president of the Eastern meat packing company, is shown as he exhibited a smoked ham to an interested feminine guest, while in the background hang other hams produced by the Buffalo concern.

are triperies where it is sold in casseroles, which you take home; or go to Pharamonde's down by Les Halles, where they dip it steaming hot directly from copper kettles and serve it chafing-dish style.

"Why, then, liken crackpot writing and vacuous verse to a dish of such renown?"

## New Taylor Provision Co.

### Head is Expert Accountant

Thorough knowledge of accounting has been the dominant factor behind the rise of Harry C. Errion, recently elected president of the Taylor Provision Co., Trenton, N. J. Mr. Errion was born in Bayonne, N. J. in 1890. He left school before completing the grammar grades and landed his first job with Bernarr MacFadden, the publisher, as an office boy at \$3 a week. After this experience he bell-hopped in Florida and New Hampshire resort hotels and served as telegraph operator for Western Union and the New York Central, working at night and studying stenography by day. In 1912 he entered government service in Washington as a stenographer and attended school at night, including Georgetown University law school.

After this varied experience, Mr. Errion returned to New York and took up accounting, graduating from Pace and Pace Institute.

Mr. Errion was first employed by the Taylor Provision Co. as accountant in 1923. He rose rapidly and in 1932 was made vice president in active charge of the business, holding this position until his election to the presidency on March 25. Mr. Errion has been married for 25 years and has one son.

## H. J. Hotchkiss, Houston Packing Co. Veteran, Dies

Harry J. Hotchkiss, head livestock buyer of the Houston Packing Co., Houston, Texas, passed away on April 14 after an illness of several months. Mr. Hotchkiss had been livestock buyer for the company for 40 years and was widely known among the Texas livestock producers. Born in England 74 years ago, Mr. Hotchkiss came to this country as a youth. He settled in San Antonio in the '80's and for 15 years was a rancher in West Texas. After a brief stay in Cuba he engaged in the livestock commission business at Houston, joining the packing firm in 1900.

G. L. Childress, general manager of the company, in writing of Mr. Hotchkiss' death, refers to him as a "grand old man" who was "an individualist, an accurate judge of livestock, sincere and faithful throughout the years."



H. C. ERRION

## Personalities and Events Of the Week

C. M. Berard Co., wholesalers, Green Bay, Wis., held open house on April 16 to celebrate the opening of the firm's new beef coolers. C. M. Berard, owner, was in charge of festivities, which included a baby beef show featuring Decker's Iowa blue ribbon, corn fed baby beef. The new coolers, which were completed about a month ago, increase the hanging capacity of the establishment to 200 cattle and afford ample facilities for handling five or six cars at once. Among the many visitors attending were John Hoffman, beef department, Jacob Decker & Sons, Mason City, Ia., and Roy Melchior of Decker's provision department.

Vernon D. Beatty, advertising manager, Swift & Company, Chicago, was a visitor in New York City during the past week.

John G. Diehle, vice president and general manager, George Kern & Son, Inc., New York, and Mrs. Diehle are motorizing back to New York after a three weeks' vacation at Miami Beach, Fla. According to president George W. Kern, his company recently developed a "vitamin-plus" liver sausage and this new product is receiving excellent acceptance among the trade and with consumers. Sausage sales, according to Mr. Kern, have been greatly accelerated as a result of the Institute campaign.

Bob I. Schooler, Washington, D. C. packinghouse broker, was a visitor to the Chicago offices of THE NATIONAL PROVISIONER this week.

A \$150,000 modernization program, launched six months ago, has just been

completed by the Pittsburgh Provision & Packing Co., Pittsburgh, Pa., according to an announcement by J. J. McInerney, manager. Improvements include a complete new refinery and installation of a modern refrigeration system. The company, which has been located on Herrs Island for 50 years, now employs 800 full-time workers.

Theo. Schmidler Co., Minneapolis, Minn. is expanding its plant with additional smokehouses and coolers, according to William S. Abramowitz, owner and manager.

The Hess-Stephenson Co., popular Chicago provision and beef brokerage firm, celebrated its eighth anniversary April 18 and entertained a number of friends with ice cream, cake and liquid refreshments. Many telegrams were received from out of town friends.

Evangeline Packing Co., LaFayette, La., is building a new plant which will have a capacity of 150 hogs or 75 cattle daily. Roy E. Wallace, vice president and general manager, reports that the company will turn out 20,000 lbs. of sausage per week. The new plant will also be fully equipped for rendering operations, according to Mr. Wallace. The president of the company is Dominique Alcide; Carl F. Schloemann is the architect in charge of the new construction.

Charles E. Dorman, Boston provision broker, and Mrs. Dorman left last week on a six weeks' business and pleasure trip to the Pacific Coast. Mr. and Mrs. Dorman are going West via St. Louis, Memphis, New Orleans and the Grand Canyon. They expect to return via the Northern route, stopping off at some of the packinghouse centers where Mr. Dorman will visit his shippers. During his absence, he has left his business in the hands of his son, Carlton Earl Dorman.

Herbert Case, manager of the Swift & Company branch at Lehighton, Pa., for the past six years, is now manager of the Hazleton, Pa. branch, succeeding the late Wilson Miller. John Cooper, of Philadelphia, succeeds Mr. Case as manager at Lehighton.

Plans have been completed and construction work started on a new sausage kitchen and freezer for the Portland Provision Co., Portland, Oregon.

Bert Kirk, an employee of Swift & Company at Buffalo, N. Y. for 38 years, was honored at a testimonial dinner given by his Buffalo associates on April 13. Mr. Kirk began his career with the old New England Dressed Meat Co. as a sheepherder when he was only 19. He was later transferred to Swift's Buffalo branch, in charge of veal and lamb sales.

Jean E. Hanaché, biochemist-bacteriologist, canning specialist and meat consultant, has moved his headquarters to 82-03 165th St., Jamaica, Long Island, New York. Mr. Hanaché has enlarged his facilities and is now able to render a more complete service to his clients.

D. A. Campbell of Montreal, livestock exporters' agent, has been elected to the board of directors of Wilsil, Ltd., Canadian meat packing company.



HEADS FAMOUS SAUSAGE FIRM

Walter Frank, president, Frank & Company, Milwaukee, is a grandson of Louis Frank, founder of the 80-year-old company. The latter is said to have produced the first braunschweiger liver sausage ever made in this country. Walter Frank was recently granted a patent on a bacon sausage. The company is moving into larger quarters.

# Again Stoppenbach Installs Gebhardts!

For three consecutive years the owners of Stoppenbach have been replacing their refrigerating system with GEBHARDT COLD AIR CIRCULATORS as follows:

## YEAR 1938

Gebhardts were installed in the sausage cooler, keeping sausage at its best, for they produce a 42 degree temperature, 84-90 per cent relative humidity and a constant uniform circulation of air.

## YEAR 1939

Gebhardts were installed in the beef chill cooler, producing a 33 degree temperature and 86-94 per cent relative humidity and a constant uniform circulation of air.

Gebhardts were installed in the beef holding cooler, producing a 33 degree temperature and 85-90 per cent relative humidity and a constant uniform circulation of air.

Gebhardts were installed in the curing-cellar, producing a 36 degree temperature and 82-88 per cent relative humidity and the ceiling walls are absolutely free from condensation and dripping.

## YEAR 1940

Gebhardts were installed in the hog chilling cooler, producing a temperature necessary to chill hogs in 16 hours and producing a relative humidity of 85-94 per cent.

Gebhardts were installed in the hog holding cooler, producing a 32 degree temperature and 85-90 per cent relative humidity and constantly washes the air free from bacteria and odors.

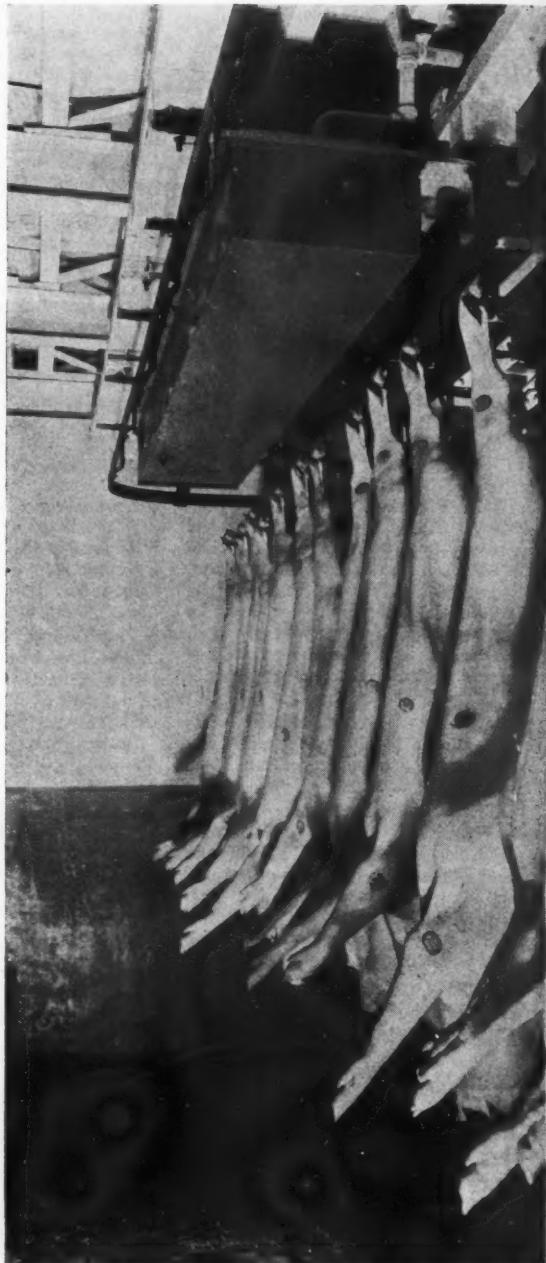
Gebhardts were installed in the veal chilling and holding cooler producing a 34 degree temperature and 85-90 per cent relative humidity.

Gebhardts were installed in the packing cooler.

Gebhardts were installed in the smoked meat cooler, producing a 50 degree temperature and 72-80 relative humidity.

Gebhardts were installed in a sausage chill cooler, producing a 38 degree temperature and 85-92 per cent relative humidity and maintains a constant uniform circulation of air which keeps the walls and ceiling free from condensation.

**YOU TOO CAN ENJOY THE FINE PRODUCTS  
PRODUCED by the FOREGOING PERFORMANCE.  
WRITE TO-DAY FOR FURTHER INFORMATION.**



## ADVANCED ENGINEERING CORPORATION

2646 West Fond du Lac Avenue

Milwaukee, Wisconsin

# REFRIGERATION and Air Conditioning

## MEAT PLANT REFRIGERATION

A Complete Course for  
Executives and Workers  
Prepared by—

The National Provisioner

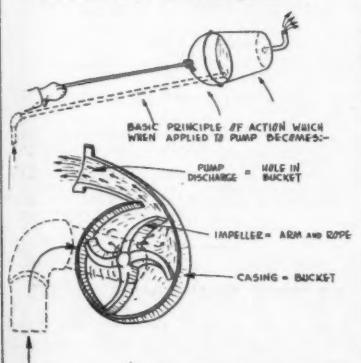
### LESSON 58

#### Centrifugal Pump Theory

LEFT, force, reciprocating and rotary pumps were discussed in Lesson 57 of THE NATIONAL PROVISIONER's course in meat plant refrigeration and air conditioning. The following diagrams and descriptions will give students a clear idea of the way in which a centrifugal pump handles water.

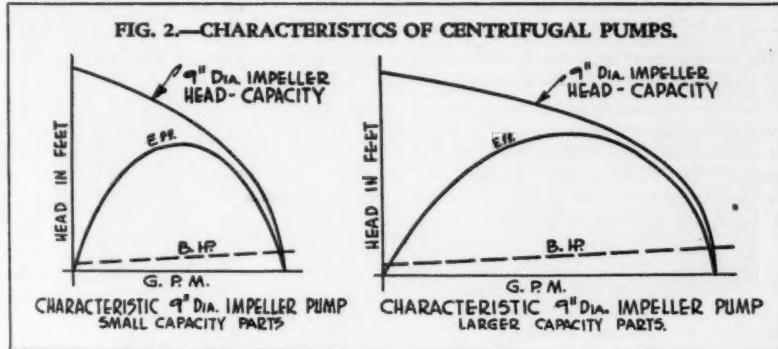
This pump is designed to move a column of water continuously. It will be noted in Figure 1 that the impeller

FIG. 1.—HOW CENTRIFUGAL PUMP MOVES LIQUIDS.



blades are curved and that the water is moved by the outside of the blade—the side with the greatest radius. The curvature of the impeller blade has an important bearing on the efficiency of the pump.

The basic principle of the centrifugal pump in action is shown in Figure 1. In this type of pump the water acts as the piston. When it is forced out of the casing, a partial vacuum is created and atmospheric pressure delivers more water into the pump. The action is continuous.



Capacity and head depend on the number of revolutions per minute and impeller diameter and width. Capacity and head will vary in any given pump according to individual operating characteristics. Horsepower is a function of capacity, head and pump efficiency. At constant speed, capacity decreases as head increases, in which case the power input is reduced (Figure 2). Capacity increases and power is increased as the head is reduced.

Figure 3 shows how the capacity of

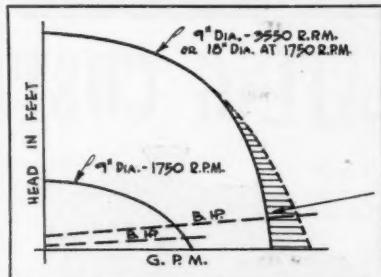


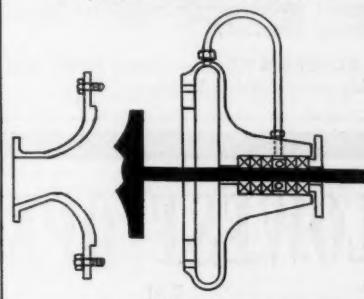
FIG. 3.—At constant speed the capacity of a centrifugal pump and the power input decrease as the head is increased. Conversely, as the head is reduced, capacity and power requirements increase. Arrow at lower right indicates where capacity is limited by volume of liquid particular pump casing will handle without exceeding possible suction conditions.

the centrifugal pump varies according to its speed. The head varies as the speed squared and brake horsepower varies as speed cubed. Capacity also varies as impeller diameter. Head varies as the diameter of the impeller squared, and brake horsepower varies as the diameter of the impeller cubed. Therefore, when selecting centrifugal pumps it is important to have accurate data on operating conditions.

The main parts of a centrifugal pump are shown in Figure 4. The construction is simple with the impeller and

shaft assembly the only moving parts. There are no valves and no close clearances. First cost of a centrifugal pump

FIG. 4.—PRINCIPAL PARTS OF CENTRIFUGAL PUMP.



is low and it occupies little floor space, operates quietly and is easy to maintain.

Excessive pressure does not build up in the centrifugal pump, even when the discharge valve is closed. The discharge is smooth and non-pulsating and

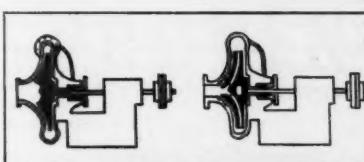


FIG. 5.—At left is an open impeller, side suction, single-stage pump. An enclosed impeller, side suction, single-stage pump is shown at right.

is easy on pump, motor, piping and foundations. A centrifugal pump must be primed. The suction lift is normally limited to 15 ft.

The centrifugal pump is most efficient for relatively large capacities and low heads. It handles liquids containing

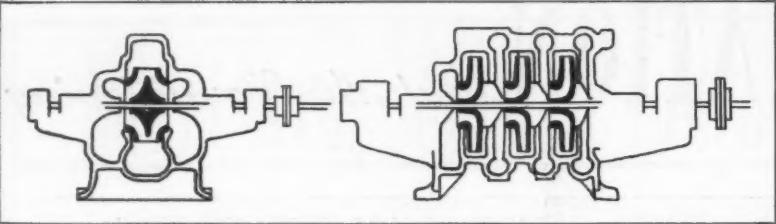


FIG. 6.—Enclosed impeller, double suction, single-stage pump at left; enclosed impeller, side suction, multi-stage pump at right.

foreign matter without clogging. It may be constructed from special metals for handling corrosive liquids. Various designs of the centrifugal pump are shown in Figures 5 and 6.

#### QUESTIONS

(For the student to answer.)

1.—In Figure 1 the rotation of the impeller is counter-clockwise. What would be the effect on water discharged if the impeller were reversed on the shaft?

2.—Is the centrifugal pump suitable for pumping small quantities of liquids against high heads? If not, what type of pump is most suitable for this service?

3.—What is meant by a "multi-stage" pump? Where are such multi-stage pumps installed?

**EDITOR'S NOTE.**—Lesson 59 will deal with water friction in pipes.

#### FINANCIAL NOTES

Earnings of General Foods Corp. for the three months ended March 31 totaled \$4,310,045 after provision for dividend on the preferred stock, the company announces. Sales in the first quarter this year reached \$40,477,226, compared with \$36,544,019 for the corresponding period of 1939.

Directors of Wilsil, Limited, Canadian packers, have declared the regular quarterly dividend of 25c per share, payable in July to shareholders of record June 15, and a quarterly dividend for the quarter which will end September 30, payable October 1 to shareholders of record September 14.

John J. Felin & Co., Inc., Philadelphia, has declared a dividend of \$1.75 on 7 per cent cumulative preferred stock, payable April 15. This payment is the first made by the company since January, 1939.

#### PACKER AND FOOD STOCKS

Price ranges and total sales of listed stocks for week ended April 17:

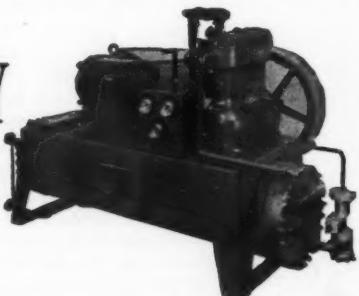
	—Week ended April 17—				
	Sales	High	Low	Close	Clos.
Amal Leather.	1,900	2½	2½	2½	2
Do. Pfd.	200	16½	16½	16½	16½
Amer. H. & L.	15,000	6½	6	6	5½
Do. Pfd.	500	36%	36%	36%	35½
Amer. Stores.	2,200	14%	14%	14%	13½
Armour Ill.	.....	6%	6%	6%	6%
Do. Pr. Pfd.	3,400	58%	57%	58%	58
Do. Pfd.	.....	.....	.....	.....	64%
Beechnum Pack.	200	109%	109%	109%	108½
Bouch. H. C.	.....	.....	.....	.....	28%
Do. Pfd.	.....	.....	.....	.....	26%
Chick. Co. Oil.	12,800	15½	15½	15½	15½
Childs Co.	900	6½	6	6	5½
Cudahy Pack.	2,200	14%	14%	14%	14%
Do. Pfd.	120	69	69	69	70
First Nat. Strs.	900	44½	43½	44½	44½
Gen. Foods.	9,300	48%	48%	48%	47%
Do. Pfd.	100	118	118	118	118
Glidden Co.	3,400	18½	17½	17½	17½
Do. Pfd.	100	44½	43½	44½	44½
Gobel Co.	1,700	3%	3%	3%	17½
Gr. A. & P. New.	50	100%	107½	107½	108%
Do. Pfd.	225	128½	128½	128½	131½
Hornell, G. A.	500	2%	2%	2%	2%
Hygrade Fertil.	500	33½	33½	33½	34½
Kroger G. & B.	6,300	8½	8½	8½	8½
Libby McNeill.	7,850	3%	3%	3%	3%
Mickelberry Co.	1,150	3%	3%	3%	3%
M. & H. Pfd.	250	6½	6½	6½	6½
Morrell & Co.	.....	.....	.....	.....	41%
Nat. Tea.	7,900	7%	7%	7%	7%
Proc. & Gamb.	5,700	71%	71%	71%	69%
Do. Pfd.	180	114%	114	114	115%
Rath Pack.	.....	.....	.....	.....	51
Safeway Strs.	4,100	51	50%	51	51
Do. 6½% Pfd.	1,980	10%	10%	10%	10%
Do. 7½% Pfd.	800	111½	111½	111½	111½
Do. 7½% Pfd.	1,000	111½	111½	111½	111½
Stahl Meyer.	.....	.....	.....	.....	1%
Swift & Co.	14,600	24%	24	24	24
Do. Int'l.	3,750	29½	28½	28½	28½
Truus Pork.	.....	.....	.....	.....	3½
U. S. Leather.	4,100	7½	7	7½	6½
Do. A.	5,100	11%	11%	11%	10%
Do. Pr. Pfd.	.....	.....	.....	.....	64
United Stk. Yds.	2,010	2%	2%	2%	2½
Do. Pfd.	300	7	7	7	7½
Wesson Oil.	10,900	28%	27½	28%	28½
Do. Pfd.	200	72	72	72	70
Wilson & Co.	25,200	6%	6½	6%	6½
Do. Pfd.	1,100	65½	65	65	67½

#### PRODUCE IN COLD STORAGE

Cold storage holdings of butter, cheese, and eggs on hand April 1, 1940, with comparisons:

	Apr. 1, 1940. M lbs.	Apr. 1, 1939. M lbs.	5-yr. av. 1935-39. M lbs.
Butter, creamery	8,856	75,900	22,240
Butter, packing stock	5	48	38
Cheese, American	61,953	68,812	65,205
Cheese, Swiss	2,912	4,389	3,698
Cheese, brick & Munster	613	483	635
Cheese, Limburger	680	551	578
Cheese, all other varieties	9,108	7,420	6,029
Egg, shell, cases	851	1,105	1,227
Eggs, frozen	44,078	60,465	59,076
Eggs, frozen, case equivalent	1,259	1,728	1,688
Total case equivalent both shell & frozen	2,110	2,833	2,915

## LOWEST OPERATING COST IN BAKER'S HISTORY



THE streamlining of BAKER Ammonia Compressors and Self-Contained Automatic Refrigerating Units is more than "skin-deep"—it applies to performance as well. That's why the new ammonia machines operate at the lowest cost per ton of refrigeration in BAKER'S history!



**BAKER**  
ICE MACHINE CO., INC.

AUTHORITY ON MECHANICAL COOLING FOR 35 YEARS

More compact than ever before, these units include all the features that have made BAKER equipment famous for high quality the world over, plus several new ones. Get complete information regarding the unusual economy and efficiency of these new refrigerating units by writing direct to the factory.

1514 EVANS ST., OMAHA, NEBR.

SALES AND SERVICE IN ALL  
PRINCIPAL CITIES

#### FROZEN POULTRY STOCKS

Stocks of frozen poultry on hand April 1, 1940 compared with 1939 and the five-year average.

	Apr. 1, 1940. M lbs.	Apr. 1, 1939. M lbs.	5-yr. av. 1935-39. M lbs.
Broilers	6,488	7,414	9,676
Fryers	4,731	9,232	9,225
Roasters	15,695	20,906	20,116
Fowl	17,038	13,970	13,051
Turkeys	58,740	22,368	22,101
Ducks	1,471	1,455	1,240
Miscellaneous	10,190	15,640	15,260
Unclassified Poultry	6,094	—	—
Total	115,447	90,987	88,069

<sup>a</sup>Carried under "miscellaneous" poultry previous to Jan. 1, 1940.

Watch Classified page for good men.

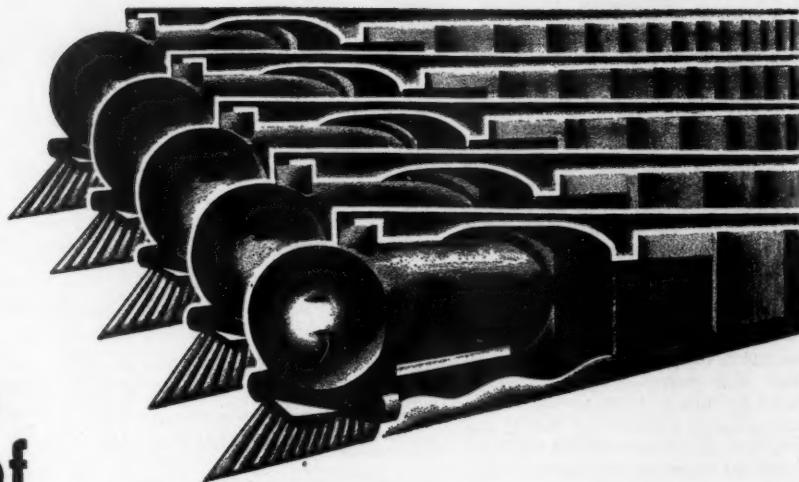
The National Provisioner—April 20, 1940

# 5,000,000 lbs. of DAILY PROOF

MORE THAN  
COULD BE  
HAULED BY  
**5 FREIGHT  
TRAINS OF  
100 CARS  
EACH,**

Establish the  
Superiority of

# VILTER PAKICE . .



Plants all over the country have TIME-PROVEN and PLANT-PROVEN Vilter PAKICE through years of successful use!

They have recognized PAKICE Superiority by installing equipment capable of making over 5,000,000 pounds of PAKICE Per Day!

**THIS ACCEPTANCE CANNOT BE DENIED.**

### Why Is Vilter PAKICE Preferred by Men Who KNOW?

1. An engineering triumph . . . For many years Refrigerating Engineers strove to devise a satisfactory method of continuous ice production. PAKICE is the successful answer—PROVEN by Time and Service—and built by VILTER.
2. Crystalfom PAKICE soft as snow—Where this type of ice is needed, Crystalfom has no peer. No sharp pieces . . . No sharp edges or points. When used for packing perishables it forms a veritable blanket, keeping heat out and cold in.

### 3. Briquette PAKICE—

Made in several sizes, choice depending on use. Can be stored and handled like coal—conveyed or chuted to point of use. Real ice with Real Results.

### 4. Vilter PAKICE Equipment crowds GREATER ICEMAKING CAPACITY into MUCH SMALLER FLOOR SPACE.

### 5. Vilter PAKICE is being produced at a FRACTION of the costs of other ice . . . Cutting Ice Cost as much as 30% to 90% (Actual Engineering Surveys)

### 6. Vilter PAKICE Equipment is sturdy and reliable, carefully engineered for many years of LOW COST operation with a minimum of expense.

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Every size Plant may now enjoy Economical Vilter PAKICE. PAKICE Equipment is made in daily capacities of  $\frac{1}{2}$ , 1,  $2\frac{1}{2}$ , 5 tons and up, in 5-ton increments.

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Present Usage: Maximum Daily..... Annually .....

Water: Temperature..... Cost.....

Power: Volts..... Phase..... Cycle .....

Cost per K. W. H. ....

Present Cost of Ice per ton .....

Name .....

Firm .....

Address .....

City..... State .....

## Britain Says No More Bacon is Needed Now

MONTREAL.—The Canadian Bacon Board, following an exchange of information with British authorities during the past week, has announced that Great Britain will not require any early additional shipments of Canadian bacon to replace supplies cut off by German invasion of Denmark.

"No indication has yet been given that Britain will at any time require greater quantities of bacon from Canada than are provided for in the present contract," said the board. Under the bacon agreement entered into with Britain early in the war, Canada undertook to export to the United Kingdom a maximum of 5,600,000 lbs. of bacon and hams weekly.

The bacon board listed the following reasons why movement of Canadian bacon to Britain will not increase:

1.—Excessive amounts of bacon are in storage in Great Britain and with the approach of summer weather British authorities regard it as imperative to use stored product before authorizing increased imports.

2.—Production of bacon in Great Britain and Eire continues at higher than expected levels.

3.—Problems of shipping space present difficulties. Bacon must be handled in refrigerated space and ships so equipped are not numerous and in view

### MEAT INSPECTED IN MARCH

Meat and meat food products prepared under federal inspection during March, 1940:

March, 1940  
Ibs.

Meat placed in cure:	
Beef .....	8,018,466
Pork .....	218,084,191
Smoked and/or dried meat:	
Beef .....	3,612,638
Pork .....	151,428,186
Bacon, sliced.....	23,306,006
Sausage:	
Fresh finished.....	11,301,657
Smoked and/or cooked.....	41,394,510
Dried or semi-dried.....	8,320,827
Meat loaves, head-cheese, chili con carne, jellied products, etc.....	7,962,505
Cooked meat:	
Beef .....	573,031
Pork .....	18,278,922
Canned meat and meat products:	
Beef .....	6,271,628
Pork .....	29,207,296
Sausage .....	3,944,746
Soup .....	23,950,541
All other.....	10,737,581
Lard:	
Rendered .....	130,198,640
Refined .....	88,078,352
Olive stock.....	8,820,144
Edible tallow.....	4,895,323
Compound containing animal fat.....	12,396,221
Oleomargarine containing animal fat.....	3,343,762
Miscellaneous .....	1,334,143

of their speed and construction often are required for other purposes.

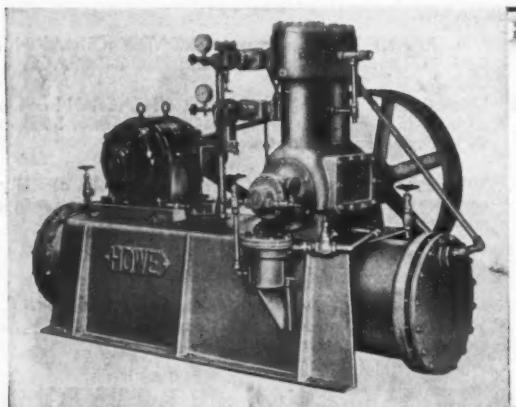
4.—It is the apparent intention of British authorities to restore bacon rationing at an early date and thereby restrict consumption, one purpose being to require civilians to eat home-produced food and thereby conserve foreign exchange.

Earlier in the week Canadian authorities had apparently expected a call for increased shipments. The Dominion Bureau of Statistics reported that exports of bacon to the United Kingdom could easily reach 280,000,000 lbs. or more in 1940. Bacon Board chairman J. G. Taggart stated that Canada could immediately increase its shipments to the United Kingdom.

The Bacon Board also instructed packers to resume storing for the board's account. Pork in cold storage in Canada on April 1 totaled 61,000,000 lbs. compared with 35,000,000 lbs. on the same date last year.

CHICAGO.—In spite of the fact that Canadian interests are reported to be heavy buyers of green meats in the carlot market there has been no announcement of any change in Canadian import restrictions. Food Ministry officials in Great Britain hold out no hope for immediate purchase of American pork products by the United Kingdom or revision of the prohibition of such imports except under license.

At the Annual Live Stock Feeders' Day at the University of Nebraska this week, G. B. Thorne, Wilson & Co., speaking as a representative of the Institute of American Meat Packers, told producers that the German invasion of Denmark is not expected to result in increased exports of pork products from this country to the United Kingdom in the immediate future. He said surplus British stocks must be disposed of first.



### BUY FOR THE LONG PULL

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HOWE compressors always make the grade on the long pull, because they are designed and built by engineers.

A user of six HOWE machines reports, after ten years of operation . . . "We are happy to state that all machines are still giving excellent service."

HOWE has been solving difficult refrigeration problems for years . . . we can solve yours.

Refrigerating Machines from  $\frac{1}{2}$  to 150 tons, Fin Coils, Unit Coolers and Air Conditioning Coils.

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- Saves Time and Fuel—Reduces Shrinkage

SMOKE-WOOD saves time . . . saves shrink . . . and saves you money! SMOKE-WOOD is a mixture of ten selected woods which produces a dry, intense heat that expels the moisture in your meats with a minimum effect upon the fats and oils. Reduced shrinkage due to dripping makes SMOKE-WOOD your number-1 economy factor of your smoking operation. SMOKE-WOOD reduces the smoking time as much as 40% . . . increases your smoke house capacity by increasing your turnover! SMOKE-WOOD prevents caking, insufficient combustion, and variations in the heating and smoking operations. SMOKE-WOOD produces an unusually heavy smoke that develops a deeper, more lasting color . . . and full penetrating smoke flavor. Resultant—improved eye appeal and increased sales!

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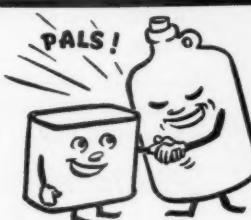
### 'SWONDERFUL FOR 'SMEAT'

Mapleine Adds Zest to Canned Spiced Meats

Spiced meats are "going places" these days. Competition? Of course. But the packer who turns out a superior product can build a nice business. Use Mapleine in your spiced meat for more delicious flavor.

**IMPROVES FLAVOR.** Mapleine does not "cover up" other flavors. It improves spiced meats by accenting the natural meat flavors.

\*Thanks to Printers' Ink Magazine.



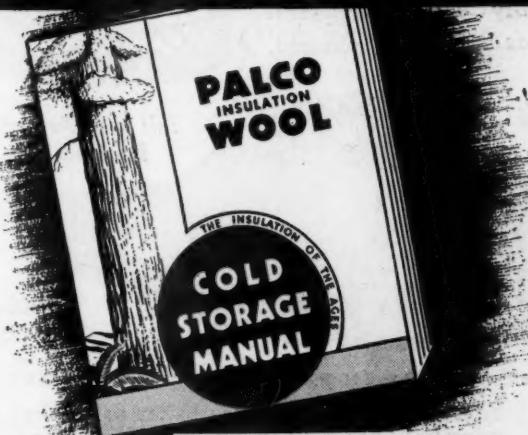
EASY TO USE. Just add  $\frac{1}{2}$  to 1 ounce Mapleine to each 100 pounds of meat. This simple step will help you create a better product.

HAS MANY USES. Mapleine adds zest to ham, bacon, pressed ham, meat loaf and sausage. Ask for free formulas.

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## SCIENTIFICALLY DEVELOPED As a Dry Rubbing Pickle

A delightful cure for Bacon - Hams

You can choose "COLD-PACKED" or "PRE-COOKED"

PRAGUE  
CURED  
HAM  
COOKED  
GRIFFITH  
WAY  
IS SOLID  
PACKED  
WITH  
LESS  
JELLY

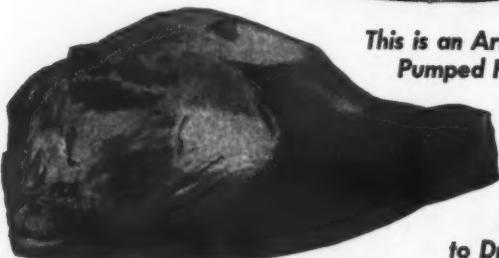


OUR  
COLD  
PACK  
HAM  
SAVES  
15-16%  
SHRINK-  
AGE  
• ASK  
WHY

This is PRAGUE POWDER. It has all the curing elements combined in each particle and dissolves quickly on bacon, creating a lasting color on the lean of the meat, giving a rich, ripe flavor. The color holds up much longer. We can also show you how to "Dry Cure" a ham after it has been artery pumped.



This is an Artery  
Pumped Ham



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SEE PAGE 16 IN PRAGUE POWDER BOOKLET

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## He knows his business!

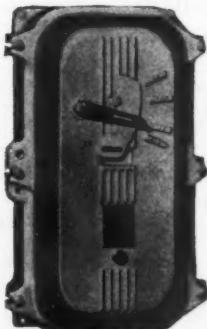
• The Westinghouse service man gives you action and results, because he knows "what to do about it" whenever your meat packing plant needs electrical repairs. Factory training plus practical experience have made him expert at repairing anything electrical from power source to motors and control.

He will give you "on the spot" service for light repairs. And for more extensive work he will remove the unit to a Westinghouse Service Shop . . . a modern, well-equipped plant with parts quickly available to save you expensive shutdowns. There are 37 of these shops conveniently located throughout the country.

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## April 1 Lard Stocks at New All-Time High

LARD production again outran consumption during March with the result that April 1 U. S. lard stocks reached a new record high of 269,284,000 lbs., an increase of 12,644,000 lbs. over holdings on March 1.

The new high in lard stocks exceeded any earlier record accumulation (except March 1, 1940) by a considerable margin; previous record was 224,476,000 lbs. on September 1, 1933, or about 44,808,000 million lbs. under holdings on April 1. While 217,227,000 lbs. of lard was in storage on April 1, 1937, holdings on the same date in other years have generally been below 175,000,000 lbs. and often under 100,000,000 lbs. Prior to the 1933 record mentioned above, the high had been 214,479,000 lbs. on July 1, 1928.

Stores of 324,072,000 lbs. of frozen pork were also at a high level on April 1, only exceeded in recent years by holdings on March 1 and April 1, 1937, and compared with 213,792,000 lbs. on the same date in 1939. Stocks of S. P. pork showed their usual spring decline in March, as a result of Easter ham sales, and were only 9,570,000 lbs. over stocks on April 1, 1939. D. S. pork holdings on April 1 were only 10,498,000 lbs. larger than on April 1, 1939.

Meat and lard stocks in the United States on April 1, compared with the same date last year and the five-year average:

### APRIL 1 STOCKS

	LARD	lbs.
1940	269,284,000	
1939	224,476,000	
5-yr. av.	129,000,000	

	D. S. PORK	lbs.
1940	86,802,000	
1939	76,304,000	
5-yr. av.	82,287,000	

	S. P. PORK	lbs.
1940	242,678,000	
1939	233,108,000	
5-yr. av.	290,960,000	

	FROZEN PORK	lbs.
1940	324,072,000	
1939	213,792,000	
5-yr. av.	206,838,000	

	TRIMMINGS AND EDIBLE OFFAL	lbs.
1940	101,050,000	
1939	62,510,000	
5-yr. av.	78,875,000	

	ALL BEEF	lbs.
1940	72,578,000	
1939	40,970,000	
5-yr. av.	82,445,000	

	ALL PORK	lbs.
1940	653,552,000	
1939	523,204,000	
5-yr. av.	580,085,000	

	ALL MEATS	lbs.
1940	831,437,000	
1939	629,066,000	
5-yr. av.	745,013,000	

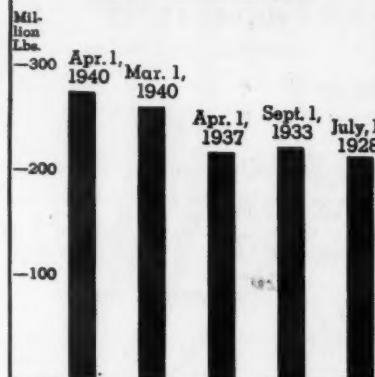
### CANADIAN STORAGE STOCKS

Stocks of meat in Canada:

	Apr. 1, 1940	Apr. 1, 1939	5-yr. av.
	lbs.	lbs.	lbs.
Beef	22,745,693	12,223,912	16,427,247
Veal	1,466,390	1,505,003	1,531,449
Pork	60,983,571	34,810,698	45,864,082
Mutton & lamb	3,991,558	2,665,250	3,355,383

\*Preliminary figures.

### Record April 1 Lard Stocks Compared With Some Earlier Highs



### CHICAGO MID-MONTH STOCKS

Lard stocks at Chicago increased about 2,100,000 lbs. during the first half of April and were almost 100,000,000 lbs. above the level of mid-April in 1939.

Stocks of provisions at Chicago at the close of trading on April 14 with comparisons:

	Apr. 14, 1940	Mar. 31, 1940	Apr. 14, 1939
P.S. lard, made since Jan. 1, '40, lbs.	102,883,097	99,825,987	35,294,701
P.S. lard, made Oct. 1, '39 to Jan. 1, '40, lbs.	54,985,712	55,264,738	10,792,398
P.S. lard, made previous to Oct. 1, '39, lbs.	7,580,271	7,580,271	20,937,366
Other kinds of lard	6,542,587	7,175,696	5,040,323
Total lard, all kinds	171,941,667	169,846,692	72,064,701
D.S. cl. bellies	4,378,824	5,067,689	
D.S. cl. bellies, made since Oct. 1, '39, lbs.	5,159,663	5,369,910	7,720,492
			631,644

### MEAT IMPORTS AT NEW YORK

Imports for the period April 4 to April 10, inclusive, at New York:

Point of origin	Commodity	Amount, lbs.
Argentina—Canned corned beef		109,586
	—Roast beef in tins	72,000
Brazil—Canned corned beef		810,000
Canada—Fresh pork cuts		9,703
	—Fresh chilled cutters	4,000
	—Smoked bacon	3,192
	—Fresh frozen pork ham	1,314
	—Fresh chilled veal	240
	—Smoked sausage	385
	—Smoked pork backs	144
	—Frozen pork hocks	100
	—Fresh chilled pork cuts	270
Cuba—Smoked ham		75
France—Liverpaste in tins		1,499
Hungary—Smoked sausage		2,756
	—Cooked ham in tins	82,656
	—Cooked pork loins in tins	5,832
	—Cooked picnics in tins	1,360
Holland—Cooked sausage in tins		4,100
Irish Free State—Smoked bacon		3,517
	—Smoked ham	1,689
Switzerland—Bouillon cubes in tins		5,897
Uruguay—Canned corned beef		637,000

### PORK PRODUCTS EXPORTS

Exports of provisions from Atlantic and Gulf Ports for week ended April 13, 1940, as far as segregation is available:

From	Pork, Bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York	...	11	144
New Orleans	...	...	1,311
Total week	...	11	1,455
Previous week	...	825	3,174
2 weeks ago	...	794	2,546
Cor. week, 1939	...	4,845	1,863

### CUT-OUT PROFITS SHRINK AS HOGS RISE

Because of light hog receipts and a rise in hog prices, the recent improvement in cut-out results was largely lost this week as product values did not keep pace. Cost of light butchers rose 38c per cwt. during the week; medium weights 37c and heavy weights, 33c; product values rose only 20 to 25c per cwt. on these averages.

	Pct. live wt.	Price per lb.	Value per cwt.	Pct. live wt.	Price per lb.	Value per cwt.	Pct. live wt.	Price per lb.	Value per cwt.
<u>180-220 lbs.</u>									
Regular hams	14.00	11.5	\$ 1.61	15.70	11.5	\$ 1.58	18.50	11.5	\$ 1.55
Picnics	5.60	8.3	.46	5.40	8.2	.44	5.10	8.2	.42
Boston butts	4.00	9.8	.39	4.00	9.6	.38	4.00	9.4	.38
Loins (blade in)	9.80	14.6	1.43	9.60	14.1	1.35	9.10	12.0	1.17
Bellies, S. P.	11.00	7.7	.85	9.70	7.6	.74	3.10	6.5	.20
Bellies, D. S.				2.00	5.1	.10	9.90	5.0	.50
Fat backs	1.00	3.5	.04	3.00	3.9	.12	4.50	4.4	.20
Plates and jowls	2.50	3.2	.08	3.00	3.2	.10	3.30	3.2	.11
Rain leaf	2.10	5.1	.11	2.20	5.1	.11	2.10	5.1	.11
St. Lard, rend. wt.	12.00	5.5	.66	11.00	5.5	.61	10.20	5.5	.56
Spareribs	1.60	7.0	.12	1.60	7.5	.12	1.50	7.4	.12
Trimming	3.00	6.6	.20	2.80	6.6	.18	2.70	6.6	.18
Feet, tails, neckbones	2.00	...	.03	2.00	...	.05	2.00	...	.05
Offal and miscellaneous				...	...	.23	...	...	.23
<u>220-240 lbs.</u>									
TOTAL YIELD AND VALUE	69,000	\$ 6.25	\$ 6.25	70,000	\$ 6.11	\$ 6.11	71,000	\$ 5.78	\$ 5.78
Cost of hogs per cwt.		\$ 5.50			\$ 5.61			\$ 5.48	
Condemnation loss		.03			.03			.03	
Handling and overhead		.61			.52			.43	
TOTAL COST PER CWT. ALIVE		\$ 6.23			\$ 6.16			\$ 5.94	
TOTAL VALUE		6.25			6.11			5.78	
Loss per cwt.					\$ .05			\$ .16	
Loss per hog					.12			.46	
Profit per cwt.					\$ .02			....	
Profit per hog					.04			....	

# CHICAGO PROVISION MARKETS

## CASH PRICES

Based on actual carlot trading Thursday, April 18, 1940

### REGULAR HAMS

	Green	*S.P.	LARD—	Open	High	Low	Close
8-10	12½	13	May ...	6.15	6.15	6.12½	6.15
10-12	12½	13	July ...	6.37½	6.37	6.35	6.37½
12-14	12	12½	Sept. ...	6.57½	6.60	6.55	6.57½
14-16	12	12½	Oct. ...	6.67½	6.67½	6.62½	6.67½
10-16 range	12	12½	Sales: May, 38; July, 42; Sept., 71; Oct., 31; total, 182 sales.				

### BOILING HAMS

	Green	*S.P.	LARD—	Open	High	Low	Close
16-18	12	12½	May ...	6.15	6.30	6.15	6.30ax
18-20	12	12½	July ...	6.37½	6.52½	6.35	6.50
20-22	12	12½	Sept. ...	6.57½	6.72½	6.57½	6.72½
16-20 range	12	12½	Oct. ...	6.67½	6.82½	6.65	6.80
16-22 range	12	12½	Sales: May, 38; July, 42; Sept., 71; Oct., 31; total, 182 sales.				

### SKINNED HAMS

	Green	*S.P.	LARD—	Open	High	Low	Close
10-12	12½ @ 13½	14	May ...	6.15	6.30	6.15	6.30ax
12-14	13½ @ 13½	14	July ...	6.37½	6.52½	6.35	6.50
14-16	13½ @ 13½	13½	Sept. ...	6.57½	6.72½	6.57½	6.72½
16-18	13½	13½	Oct. ...	6.67½	6.82½	6.65	6.80
18-20	12½	13	Sales: May, 17; July, 15; Sept., 30; Oct., 14; total, 86 sales.				
20-22	12	12½	Open interest: May, 947; July, 935; Sept., 1,244; Oct., 217; total, 3,403 lots.				
22-24	11½	12½					
24-26	11½	12					
26-30	10½	10½					
28/up, No. 2's inc.	10 @ 10%	10					

### PICNICS

	Green	*S.P.	LARD—	Open	High	Low	Close
4-6	8½ @ 9	9	May ...	6.15	6.30	6.15	6.30ax
6-8	8½	9	July ...	6.37½	6.52½	6.35	6.50
8-10	8½	8½	Sept. ...	6.57½	6.72½	6.57½	6.72½
10-12	8½ @ 8½	8½	Oct. ...	6.67½	6.82½	6.65	6.80
12-14	8½ @ 8½	8½	Sales: May, 17; July, 15; Sept., 30; Oct., 14; total, 86 sales.				
8/up, No. 2's inc.	8½ @ 8½	8½	Open interest: May, 930; July, 1,001; Sept., 1,261; Oct., 226; total, 3,418 lots.				

Short shank 8½c over.

### BELLIES

	(Square cut seedless)	Green	*D.C.	LARD—	Open	High	Low	Close
6-8	9	9½	May ...	6.30	6.40	6.30	6.35ax	
8-10	9½	9½	July ...	6.52½	6.62½	6.52½	6.55b	
10-12	7½	8½	Sept. ...	6.75	6.85	6.75	6.77½	
12-14	7½	8½	Oct. ...	6.82½-85	6.92½	6.82½	6.87½	
14-16	7	8	Sales: May, 44; July, 28; Sept., 76; Oct., 41; total, 189 sales.					
16-18	6%	7%	Open interest: May, 895; July, 1,006; Sept., 1,368; Oct., 324; total, 3,526 lots.					

\*Quotations represent No. 1 new cure.

### GREEN AMERICAN BELLIES

	6% @ 6½%	.6 @ 6%	LARD—	Open	High	Low	Close
18-20	.6 @ 6½%	.6 @ 6%	May ...	6.30	6.40	6.30	6.35ax
20-25	.6 @ 6%	.6 @ 6%	July ...	6.52½	6.62½	6.52½	6.55b

### D. S. BELLIES

	Clear	Rib	LARD—	Open	High	Low	Close
16-18	6½n	...	May ...	6.32	6.42½	6.32½	6.40
18-20	6½	...	July ...	6.55	6.65	6.55	6.60b
20-25	6½	...	Sept. ...	6.77½	6.85	6.75	6.82½ax
25-30	6½	...	Oct. ...	6.85	6.95	6.85	6.92½ax
30-35	6	...	Sales: May, 42; July, 48; Sept., 65; Oct., 17; total, 167 sales.				
35-40	5½	...	Open interest: May, 798; July, 1,024; Sept., 1,386; Oct., 337; total, 3,547 lots.				
40-50	5%	5%	...				

### D. S. FAT BACKS

	4½	4½	4½	4½	4½	4½	4½
6-8	4½	4½	4½	4½	4½	4½	4½
8-10	4½	4½	4½	4½	4½	4½	4½
10-12	4½	4½	4½	4½	4½	4½	4½
12-14	4½	4½	4½	4½	4½	4½	4½
14-16	4½	4½	4½	4½	4½	4½	4½
16-18	4½	4½	4½	4½	4½	4½	4½
18-20	4½	4½	4½	4½	4½	4½	4½
20-25	4½	4½	4½	4½	4½	4½	4½

### OTHER D. S. MEATS

	6-8	4½	4½	4½	4½	4½	4½
Regular plates...	4½	4½	4½	4½	4½	4½	4½
Clear plates...	4-6	4½	4½	4½	4½	4½	4½
D. S. jowl butts...	3½	4½	4½	4½	4½	4½	4½
S. P. Jowls...	4	4½	4½	4½	4½	4½	4½
Green square jowls...	4½ @ 4½	4½	4½	4½	4½	4½	4½
Green rough jowls...	4½	4½	4½	4½	4½	4½	4½

## CHICAGO LARD PRICES

Prices of cash, loose and leaf lard on the Chicago Board of Trade:

	Cash	Loose	Leaf
Saturday, April 13	6.12½n	5.27½n	5.37½n
Monday, April 15	6.08ax	5.42½n	5.37½n
Tuesday, April 16	6.08	5.52½n	5.50n
Wednesday, April 17	6.40	5.52½n	5.50n
Thursday, April 18	6.55n	5.65	5.62½n
Friday, April 19	6.35n	5.50n	5.50n

### Packers' Wholesale Prices

	Refined lard, tierces, f.o.b. Chgo.	Kettle rend., tierces, f.o.b. Chgo.	Leaf, kettle rend., tierces, f.o.b. Chgo.	Neutral, tierces, f.o.b. Chicago	Shortening, tierces, c.a.f.
	7.50	8.50	8.50	8.25	9.75

## Provisions and Lard

PRICES of lard and pork advanced, although not without some setbacks, at Chicago this week.

**LARD.**—After a slight recession last weekend following the report of a new record high in U. S. lard stocks, the futures market advanced Monday on speculative buying and strength in hogs and grains. There was some realizing by longs, hedge selling and liquidation in May. Lard made further gains Tuesday, partly as a result of news of prospective export sales; realizing and hedge selling checked the advance.

Lard was moderately higher at midweek on fairly broad demand influenced by the advance in hogs; shorts covered and commission houses were active buyers while packers sold September and October. There was a general commission house buying movement on Thursday and prices went into new high ground for the current upturn. The advance was fully maintained in spite of hedge selling and profit taking and Thursday's close was 35@37½ points over last Friday.

Prices were stronger at New York with prime western quoted at 6.85@6.95c; middle western, 6.80@6.90c; New York City in tierces, 6%@6½c, tubs, 6%@6¾c; refined continent, 6%@6¾c; South America, 6%@7c; Brazil kegs, 7@7½c, and shortening in carlots, 9½c.

**CARLOT TRADING.**—The market for green joints was a little quiet early in the week and prices were steady to a shade lower; business became more brisk at midweek and was very active on Thursday with heavy trade in skinned hams. Green regular hams advanced ¼c and there was good trade Thursday in mediums and heavies. Light and medium skinned hams were in good demand and advanced ¼c with a number of cars of 12/14 selling at 13½c, Chicago, prompt and May, on Thursday. After moderate trade early in the week picnics were more active Thursday and were up ¼@¼c.

Green bellies were firm all week with offerings of 6/8 somewhat limited; there was good movement of light and medium bellies on Thursday at ¼@¼c higher.

Active interest in D. S. bellies late this week, particularly heavies, brought a ¼@¼c advance. Fat backs recovered to 11½c and skinned shoulders were ¼c higher.

**FRESH PORK.**—Business was slow and fresh pork prices a little lower at Chicago early in the week. The low volume of hog receipts brought an upturn at midweek, however, and loins were up about ¼c. The 4/6 Boston butts recovered to 11½c and skinned shoulders were ¼c higher.

## LARD AND GREASE EXPORTS

Exports of lard from New York City, week of April 13, 1940, totaled 144,015 lbs.; greases, 36,000 lbs.; bacon, 10,500 lbs. and oleo, 100 tierces.

## FUTURE PRICES

SATURDAY, APRIL 13, 1940

Open High Low Close

LARD—

May ...

July ...

Sept. ...

Oct. ...

Sales: May, 38; July, 42; Sept., 71; Oct., 31; total, 182 sales.

Open interest: May, 947; July, 935; Sept., 1,244; Oct., 217; total, 3,403 lots.

CLEAR BELLIES—

May ...

July ...

Sept. ...

Oct. ...

Sales: May, 44; July, 28; Sept., 76; Oct., 41; total, 189 sales.

Open interest: May, 895; July, 1,006; Sept., 1,368; Oct., 324; total, 3,526 lots.

CLEAR BELLIES—

May ...

July ...

Sept. ...

Oct. ...

Sales: May, 42; July, 48; Sept., 65; Oct., 17; total, 167 sales.

Open interest: May, 798; July, 1,024; Sept., 1,386; Oct., 337; total, 3,547 lots.

CLEAR BELLIES—

May ...

July ...

Sept. ...

Oct. ...

Sales: May, 57; July, 49; Sept., 155; Oct., 54; total, 315 sales.

Open interest: May, 738; July, 1,019; Sept., 1,434; Oct., 376; total, 3,567 lots.

FRIDAY, APRIL 19, 1940

Open High Low Close

LARD—

May ...

July ...

Sept. ...

Oct. ...

Sales: May, 42; July, 48; Sept., 65; Oct., 17; total, 167 sales.

Open interest: May, 798; July, 1,024; Sept., 1,386; Oct., 337; total, 3,547 lots.

CLEAR BELLIES—

May ...

July ...

Sept. ...

Oct. ...

Sales: May, 57; July, 49; Sept., 155



**Never mind, dear,  
you'll lose a lot  
at the smoke-house!**

But she won't because she's going to be cured with  
**FORD CHARCOAL BRIQUETS**

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cuts to their destination in the same A-1 condition they were when loaded, *regardless* of outside temperatures! You save money and boost your profits when you improve your service. Get the full particulars of **WARNSMAN** Refrigerator Bodies . . . they're dry, sanitary and maintain uniformly low temperatures. Write today!

## THE **WARNSMAN-FORTNEY BODY COMPANY**

4413 TRAIN AVENUE Transport Refrigeration Engineers CLEVELAND, OHIO

# MEAT AND SUPPLIES PRICES

## Chicago

### WHOLESALE FRESH MEATS

#### Carcass Beef

Week ended Cor. week,  
April 17, 1940 1939  
per lb. per lb.

Prime native steers—	18 1/4 @ 18%	19 1/2 @ 20
400-600	18 @ 18%	19 1/2 @ 20
600-800	18 @ 18%	19 1/2 @ 20
800-1000	18 @ 18%	20 @ 20 1/2
Good native steers—		
400-600	17 @ 18	16 1/2 @ 17
600-800	16 1/2 @ 17 1/2	16 @ 17
800-1000	16 1/2 @ 17 1/2	16 1/2 @ 17
Medium steers—		
400-600	16 1/2 @ 16%	14 1/2 @ 15
600-800	15 1/2 @ 16%	14 1/2 @ 15
800-1000	15 1/2 @ 16%	14 1/2 @ 16
Heifers, good, 400-600	16 @ 15 1/2	16 @ 17
Cows, 400-600	12 @ 12 1/2	12 @ 13 1/2
Hind quarters, choice	22 @ 22	24
Fore quarters, choice	14 @ 14 1/2	15 1/2

#### Beef Cuts

Steer loins, prime... unquoted	unquoted	unquoted
Steer loins, No. 1.....	32	32
Steer loins, No. 2.....	18	27
Steer short loins, prime, unquoted	unquoted	unquoted
Steer short loins, No. 1.....	40	50
Steer short loins, No. 2.....	33	31
Steer loin ends, (hips).....	24	26
Steer loin ends No. 2.....	23	24
Cow loins.....	15 1/2	18
Cow short loins.....	23	20
Cow loin ends (hips).....	18	20
Steer ribs, prime, unquoted	unquoted	unquoted
Steer ribs, No. 1.....	21	24
Steer ribs, No. 2.....	20	21
Cow ribs, No. 2.....	14	13 1/2
Cow ribs, No. 3.....	12 1/2	13
Steer rounds, prime, unquoted	unquoted	unquoted
Steer rounds, No. 1.....	17 1/2	17
Steer rounds, No. 2.....	16 1/2	16 1/2
Steer chuck, prime, unquoted	unquoted	unquoted
Steer chuck, No. 1.....	12 1/2	13 1/2
Steer chuck, No. 2.....	13 1/2	14
Cow rounds.....	14	11 1/2
Steer plates.....	12	11 1/2
Medium plates.....	7	9 1/2
Briskets, No. 1.....	12	16
Cow navel ends.....	7	8 1/2
Steer navel ends.....	5 1/2	8
Fore shanks.....	8 1/2	10
Hind shanks.....	6 1/2	7 1/2
Strip loins, No. 1, bns.....	55	60
Strip loins, No. 2.....	40	50
Sirloin butts, No. 1.....	27	30
Sirloin butts, No. 2.....	22	22
Beef tenderloins, No. 1.....	65	55
Beef tenderloins, No. 2.....	60	50
Rump butts.....	16	16
Flank steaks.....	21	21
Shoulder clods.....	15 1/2	17 1/2
Hanging tenderloins.....	17	17
Insides, green, 6@8 lbs.....	16 1/2	18
Outsides, green, 5@6 lbs.....	15	17 1/2
Knuckles, green, 5@6 lbs.....	16 1/2	17 1/2

#### Beef Products

Brains.....	6	7
Hearts.....	8	10
Tongues.....	18	20
Sweetbreads.....	17	17
Ox-tail.....	10	12
Fresh tripe, plain.....	10	10
Fresh tripe, H. C. ....	11 1/2	11 1/2
Livers.....	20	20
Kidneys.....	9	10

#### Veal

Choice carcass.....	16	16 @ 17
Good carcass.....	14 @ 15	14 @ 15
Good saddles.....	18 @ 19	20 @ 21
Good racks.....	12	13 @ 14
Medium racks.....	8 @ 10	10

#### Veal Products

Brains, each.....	10	10
Sweetbreads.....	32	36
Calf livers.....	45	55

#### Lamb

Choice lambs.....	19	19
Medium lambs.....	18	18
Choice saddles.....	24	23
Medium saddles.....	23	22
Choice fores.....	16	16
Medium fores.....	15	15
Lamb fries.....	32	32
Lamb tongues.....	17	17
Lamb kidneys.....	15	21

#### Mutton

Heavy sheep.....	7	10
Light sheep.....	10	12
Heavy saddles.....	9	14
Light saddles.....	13	16
Heavy fores.....	8	9
Light fores.....	7	9
Mutton legs.....	13	16
Mutton loins.....	10	12
Mutton stew.....	6	7
Sheep tongues.....	10	13 1/2
Sheep heads, each.....	11	11

#### Fresh Pork and Pork Products

Pork loins, 8-10 lbs. av.....	16	18 1/2
Picnics.....	11	13
Skinned shoulders.....	11	14
Tenderloins.....	27	32
Spare ribs.....	10	12
Back fat.....	6	8
Boston butts.....	13	15
Butt, trim, 2@4.....	16	20
Hocks.....	8	10
Tails.....	5	10
Neck bones.....	4	4
Slip bones.....	9	11
Blade bones.....	9	11
Pig's feet.....	4	4
Kidneys, per lb.....	6	10
Livers.....	7	10
Brains.....	7	9
Ears.....	4	4
Snouts.....	4	5
Heads.....	6	6 1/2
Chitterlings.....	7	8

#### WHOLESALE SMOKED MEATS

Fancy regular hams, 14@16 lbs., parchment paper.....	15 1/2 @ 16%
Fancy skinned hams, 14@16 lbs., parchment paper.....	16 1/2 @ 17%
Standard reg. hams, 14@18 lbs., plain.....	14 1/2 @ 15%
Picnics, 4@8 lbs., short shank, plain.....	12 @ 13
Picnics, 4@8 lbs., long shank, plain.....	10 @ 11
Fancy bacon, 6@8 lbs., plain.....	16 @ 17
Standard bacon, 6@8 lbs., plain.....	12 1/2 @ 13 1/2
No. 1 beef sets, smoked	
Inside, 8@12 lbs.....	34 1/2 @ 35 1/2
Outside, 5@9 lbs.....	33 @ 34
Knuckles, 5@9 lbs.....	32 @ 33
Cooked hams, choice, skin on, fatted.....	26
Cooked hams, choice, skinless, fatted.....	29 1/2
Cooked picnics, skin on, fatted.....	22
Cooked picnics, skinless, fatted.....	22

#### VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.....	\$15.75
Lamb tongue, short cut, 200-lb. bbl.....	65.00
Regular tripe, 200-lb. bbl.....	17.25
Honeycomb tripe, 200-lb. bbl.....	22.25
Pocket honeycomb tripe, 200-lb. bbl.....	26.00

#### BARRELED PORK AND BEEF

Clear fat back pork:	
70-80 pieces.....	\$11.50
80-100 pieces.....	10.50
100-125 pieces.....	10.00
Clear plate pork, 25-35 pieces.....	12.00
Bean pork.....	12.00
Brisket pork.....	17.00
Plate beef.....	15.00
Extra plate beef.....	16.00

#### SAUSAGE MATERIALS

(Packed basin.)	
Regular pork trimmings.....	7
Special lean pork trimmings 85%.....	10 1/2 @ 11
Extra lean pork trimmings 95%.....	13 1/2
Pork cheek meat (trimmed).....	9 @ 9 1/2
Pork hearts.....	5 1/2
Pork livers.....	5
Native boneless bull meat (heavy).....	14
Boneless chuck.....	13 @ 13 1/2
Shank.....	12
Beef trimmings.....	10 @ 10 1/4
Beef cheeks (trimmed).....	8
Dressed canners, 350 lbs. and up.....	10 1/2
Dressed canner cows, 400-450-lb. and up.....	10 1/2
Dr. bologna bulls, 600 lbs. and up.....	10 1/2
Pork tongues, canner trim, fresh.....	6

#### DOMESTIC SAUSAGE

(Quotations cover fancy grades.)	
Pork sausage, in 1-lb. carton.....	20 1/2
Country style sausage, fresh in link.....	15 1/2
Country style sausage, fresh in bulk.....	13 1/2
Country style sausage, smoked.....	19 1/2
Frankfurters, in sheep casings.....	22 1/2
Frankfurters, in hog casings.....	20 1/2
Bologna in beef bungs, choice.....	16 1/2
Bologna in beef middies, choice.....	16 1/2
Liver sausage in beef rounds.....	13 1/2
Liver sausage in hog rounds.....	13 1/2
Stuffed liver sausage in hog bungs.....	20 1/2
Head cheese.....	14 1/2
New England luncheon specialty.....	18
Minced luncheon specialty, choice.....	18
Tongue & blood.....	17
Blood sausage.....	17
Souse.....	16
Polish sausage.....	20 1/2
Cervelat, choice, in hog bungs.....	34
Thuringer.....	19
Farmer.....	26
Holstein.....	26
B. C. salami, choice.....	30
Milano, salami, choice in hog bungs.....	29
B. C. salami, new condition.....	29
Frisee, choice, in hog middies.....	29
Genoa style salami, choice.....	26
Pepperoni.....	26
Mortadella, new condition.....	18
Capicola.....	26
Italian style hams.....	28
Virginia hams.....	40 1/2

#### CURING MATERIALS

Cwt.	
Nitrite of soda (Chgo. w/hse stock).	
In 425-lb. bbls., delivered.....	\$ 8.75
Salt peter, less than ton lots:	
Dbl. refined granulated.....	7.50
Small crystals.....	8.50
Large crystals.....	9.50
Dbl. salt, granulated, nitrate of soda, only, f.o.b. Chicago, per ton:	
Granulated.....	7.20
Medium, dried.....	10.20
Rock.....	6.80
Sugar—	
Raw, 96 basis, f.o.b. New Orleans.....	2.95
Standard gran., f.o.b. redners (2%).....	4.50
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	4.10
Dextrose, in car lots, per cwt. (Cotton).....	3.64
In paper bags.....	3.50

#### SAUSAGE CASINGS

(F. O. B. Chicago.)

(Prices quoted to manufacturers of sausage.)	
Beef casings:	
Domestic rounds, 180 pack.....	.16
Domestic rounds, 140 pack.....	.33
Export rounds, wide.....	.42
Export rounds, medium.....	.24
Export rounds, narrow.....	.30
No. 2 weasands.....	.06
No. 2 weasands.....	.06
No. 1 bungs.....	.11
No. 2 bungs.....	.08
Middles, regular.....	.09
Middles, select, wide, 2@2 1/2 in. in. & up.....	.55
Middles, select, extra, 2 1/2 in. & up.....	.73
Dried bladders:	
12-15 in. wide, flat.....	.85
10-12 in. wide, flat.....	.70
8-10 in. wide, flat.....	.35
6-8 in. wide, flat.....	.25
Pork casings:	
Narrow, per 100 yds.....	.20
Narrow, special, per 100 yds.....	.19
Medium, regular.....	.14
Medium, medium.....	.14
Wide, per 100 yds.....	.18
Extra wide, per 100 yds.....	.30
Export bungs.....	.18
Large prime bungs.....	.13
Medium prime bungs.....	.07
Small prime bungs.....	.03
Middles, per set.....	.14

#### SPICES

(Basis Chicago, original bbls., bags or bales.)	
Allspice, prime.....	.21
Resifted.....	.22
Chili pepper.....	.23
Powder.....	.23
Cloves, Amboyna.....	.28 1

# MARKET PRICES

## New York

### DRESSED BEEF

#### City Dressed

Choice, native, heavy.....	18 @ 19
Choice, native, light.....	18 @ 19
Native, common to fair.....	16½ @ 17½

#### Western Dressed Beef

Native steers, 600@800 lbs.	18 @ 19
Native choice yearlings, 440@600 lbs.	17 @ 18
Good to choice heifers.....	18 @ 17
Good to choice cows.....	14 @ 15
Common to fair cows.....	13 @ 14
Fresh bologna bulls.....	18 @ 14

#### BEEF CUTS

	Western	City.
No. 1 ribs.....	23 @ 24	21 @ 23
No. 2 ribs.....	20 @ 21	20 @ 21
No. 3 ribs.....	19 @ 19	19 @ 20
No. 1 loins.....	32 @ 36	36 @ 40
No. 2 loins.....	26 @ 32	30 @ 35
No. 3 loins.....	20 @ 24	25 @ 29
No. 1 hinds and ribs.....	20 @ 21	21 @ 24
No. 2 hinds and ribs.....	18 @ 19	19 @ 21
No. 1 rounds.....	17 @ 17	17 @ 17
No. 2 rounds.....	16 @ 16	16 @ 16
No. 3 rounds.....	15 @ 15	15 @ 15
No. 1 chuck.....	15 @ 15	15 @ 15
No. 2 chuck.....	14 @ 14	14 @ 14
No. 3 chuck.....	13 @ 13	13 @ 13
City dressed bologna.....	13½ @ 14½	
Rolls, reg. 4@8 lbs. av.	18 @ 20	
Rolls, reg. 6@8 lbs. av.	23 @ 25	
Tenderloins, 4@6 lbs. av.	50 @ 60	
Tenderloins, 5@6 lbs. av.	50 @ 60	
Shoulder clods.....	16 @ 18	

#### DRESSED VEAL

Good.....	16 @ 18
Medium.....	15 @ 16
Common.....	14 @ 15

#### DRESSED SHEEP AND LAMBS

Genuine spring lambs, good.....	23 @ 24
Genuine spring lambs, good to medium.....	22 @ 23
Genuine spring lambs, medium.....	21 @ 22
Winter lambs, good.....	21 @ 22
Winter lambs, good and medium.....	20 @ 21
Winter lambs, medium.....	19 @ 20
Sheep, good.....	12 @ 14
Sheep, medium.....	10 @ 12

#### DRESSED HOGS

Hogs, good and choice (110-140 lbs.)	
head on; leaf fat in.....	\$ 8.50 @ 9.00
Pigs, small lots (60-110 lbs.)	
head on; leaf fat in.....	10.00 @ 11.00

#### FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs. av.	16 @ 16½
Shoulders, Western, 10@12 lbs. av.	10½ @ 11½
Butts, regular, Western.....	12½ @ 13
Hams, Western, fresh, 10@12 lbs. av.	15 @ 16
Picnics, Western, fresh, 6@8 lbs. av.	9 @ 10
Pork trimmings extra lean.....	14½ @ 15½
Pork trimmings, regular, 50% lean.....	9 @ 10
Spareribs.....	9 @ 10

#### COOKED HAMS

Cooked hams, choice, skin on, fatted.....	33¢
Cooked hams, choice, skinless, fatted.....	35¢

#### SMOKED MEATS

Regular hams, 8@10 lbs. av.	18 @ 19
Regular hams, 10@12 lbs. av.	18 @ 19
Regular hams, 12@14 lbs. av.	17 @ 18
Skinned hams, 10@12 lbs. av.	18½ @ 19½
Skinned hams, 12@14 lbs. av.	18 @ 19
Skinned hams, 16@18 lbs. av.	17 @ 18
Skinned hams, 18@20 lbs. av.	17 @ 18
Picnics, 4@6 lbs. av.	12½ @ 13½
Picnics, 6@8 lbs. av.	12 @ 13
Ch. pickled hams, 8@12 lbs. av.	14 @ 15
Bacon, boneless, Western.....	16½ @ 17½
Bacon, boneless, city.....	16½ @ 17½
Bollettes, 8@10 lbs. av.	16 @ 17
Beef tongue, light.....	22 @ 23
Beef tongue, heavy.....	23 @ 24

#### FANCY MEATS

Fresh steer tongues, untrimmed.....	16¢ a pound
Fresh steer tongues, 1. c. trimmed.....	28¢ a pound
Sweetbreads, beef.....	30¢ a pound
Sweetbreads, veal.....	70¢ a pair
Steak kidneys.....	12¢ a pound
Mutton kidneys.....	4¢ each
Liver, beef.....	29¢ a pound
Oxtails.....	16¢ a pound
Beef hanging tenders.....	30¢ a pound
Lamb fries.....	12¢ a pair

#### BUTCHERS' FAT

Shop Fat.....	\$1.25 per cwt.
Breast Fat.....	1.75 per cwt.
Edible Suet.....	2.75 per cwt.
Inedible Suet.....	2.25 per cwt.

#### GREEN CALFSKINS

5-9 9½-12½ 12½-14 14-18	18 up
Prime No. 1 veals.....	21 3.00 3.40 3.45 3.90
Prime No. 2 veals.....	19 2.70 3.10 3.15 3.50
Buttermills, No. 1.....	18 2.50 2.90 2.95 ...
Buttermills, No. 2.....	15 2.35 2.75 2.80 ...
Branded graby.....	10 1.15 1.50 1.55 1.75
Number 3.....	10 1.15 1.50 1.55 1.75

## WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats, quoted by the U. S. Department of Agriculture, Agricultural Marketing Service, on April 17, 1940:

Fresh Beef:	CHICAGO	BOSTON	NEW YORK	PHILA.
STEER, Choice <sup>1</sup> :				
400-500 lbs. ....	\$16.50 @ 17.50			
500-600 lbs. ....	16.50 @ 17.50		\$17.50 @ 18.00	\$17.50 @ 18.50
600-700 lbs. ....	16.00 @ 17.50	\$15.00 @ 16.50	17.00 @ 18.00	17.50 @ 18.50
700-800 lbs. ....	16.00 @ 17.50	15.00 @ 16.50	17.00 @ 18.00	17.50 @ 17.00
STEER, Good <sup>1</sup> :				
400-500 lbs. ....	14.50 @ 16.50			
500-600 lbs. ....	14.50 @ 16.50		16.00 @ 17.50	15.50 @ 17.00
600-700 lbs. ....	14.00 @ 16.00	14.00 @ 15.50	15.50 @ 17.00	15.50 @ 17.00
700-800 lbs. ....	14.00 @ 16.00	14.00 @ 15.50	15.50 @ 17.00	15.50 @ 17.00
STEER, Commercial <sup>1</sup> :				
400-600 lbs. ....	12.50 @ 14.50			
600-700 lbs. ....	13.00 @ 14.00	14.00 @ 15.50	14.00 @ 16.00	14.00 @ 15.50
STEER, Utility <sup>1</sup> :				
400-600 lbs. ....	12.50 @ 13.50			
COW (all weights):				
Commercial .....	12.00 @ 13.00			
Utility .....	11.00 @ 12.00	12.50 @ 13.50	12.50 @ 13.50	12.50 @ 13.50
Cutter .....	10.50 @ 11.00	11.50 @ 12.50	11.50 @ 12.50	11.50 @ 12.50
Canner .....	10.00 @ 10.50			
Fresh Veal and Calf:				
VEAL (all weights) <sup>2</sup> :				
Choice .....	15.00 @ 16.00	16.00 @ 17.00	16.00 @ 17.00	16.50 @ 18.00
Good .....	13.00 @ 15.00	14.00 @ 16.00	14.00 @ 16.00	15.00 @ 16.00
Medium .....	11.50 @ 13.00	12.00 @ 14.00	12.00 @ 14.00	13.00 @ 15.00
Common .....	10.00 @ 11.50	10.50 @ 12.00	10.50 @ 12.00	11.00 @ 13.00
CALF (all weights) <sup>2</sup> :				
Choice .....				
Good .....				
Medium .....				
Common .....				
Fresh Lamb and Mutton:				
SPRING LAMB, (all weights):				
Choice .....				
Good .....				
Medium .....				
Common .....				
LAMB, Choice:				
38 lbs. down.....	19.50 @ 20.50	20.50 @ 21.50	20.50 @ 21.00	20.50 @ 21.50
39-45 lbs. ....	19.00 @ 20.00	20.00 @ 21.00	19.50 @ 20.50	20.00 @ 21.00
46-55 lbs. ....	18.00 @ 19.00	19.00 @ 20.00	18.50 @ 19.50	19.50 @ 20.50
LAMB, Good:				
38 lbs. down.....	18.50 @ 19.50	19.50 @ 20.50	20.00 @ 20.50	19.50 @ 20.50
39-45 lbs. ....	18.00 @ 19.00	19.00 @ 20.00	18.50 @ 19.50	19.00 @ 20.00
46-55 lbs. ....	17.00 @ 18.00	18.00 @ 19.00	17.50 @ 18.50	19.00 @ 20.00
LAMB, Medium:				
All weights.....	16.00 @ 18.00	17.00 @ 19.00	17.00 @ 19.00	18.00 @ 19.00
LAMB, Common:				
All weights.....	15.00 @ 16.00	16.00 @ 17.00	16.00 @ 18.00	17.00 @ 18.00
MUTTON (Ewe), 70 lbs. down:				
Good .....	9.00 @ 10.00	11.00 @ 12.00	11.00 @ 12.00	11.00 @ 12.00
Medium .....	8.00 @ 9.00	10.00 @ 11.00	10.00 @ 11.00	10.00 @ 11.00
Common .....	7.00 @ 8.00	9.00 @ 10.00	9.00 @ 10.00	9.00 @ 10.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. ....	15.00 @ 16.00	16.50 @ 17.50	15.50 @ 16.50	16.00 @ 17.00
10-12 lbs. ....	15.00 @ 16.00	16.50 @ 17.50	15.50 @ 16.50	16.00 @ 17.00
12-15 lbs. ....	14.00 @ 15.00	15.50 @ 16.50	14.50 @ 15.50	15.00 @ 16.00
16-22 lbs. ....	12.00 @ 13.00			14.00 @ 15.00
SHOULDERS, Skinned N. Y. Style:				
8-12 lbs. ....	9.00 @ 9.50		10.00 @ 11.00	10.00 @ 11.00
PICNICS:				
6-8 lbs. ....	8.50 @ 9.00	10.00 @ 11.00		
BUTTS, Boston Style:				
4-8 lbs. ....	11.00 @ 11.50		11.50 @ 12.50	12.00 @ 13.00
SPARE RIBS:				
Half Sheets.....	8.50 @ 9.50			
TRIMMINGS:				
Regular .....	6.50 @ 7.00			

<sup>1</sup>Includes helper 300-450 lbs. and steep down to 300 lbs. at Chicago. <sup>2</sup>"Skin on" at New York and Chicago. <sup>3</sup>Includes sides at Boston and Philadelphia.

## CUDAHY RADIO PROMOTION

Spot announcements on behalf of Puritan "Juicy-Cured" ham, Puritan bacon and Tang, the Cudahy Packing Company's new spiced pork product, are being broadcast five days weekly over 18 CBS stations, the Don Lee West Coast network and Station WGN, Chicago, in an intensive drive tying in with other features of Cudahy's current fiftieth anniversary merchandising program.

A little judicious pruning of the popular daytime radio feature, "Bachelor's Children," sponsored for some time by

Old Dutch Cleanser, has enabled Cudahy to direct the broadcasts to a large and highly responsive audience. This program, the last half minute of which is now devoted to the announcements, ranks among the top ten of all daytime radio programs in popularity.

## FRANKFURT MANUFACTURE

This important process is discussed fully in THE NATIONAL PROVISIONER'S latest authoritative operating handbook for sausage manufacturers, "Sausage and Meat Specialties."

## Are Your Poultry Food Cracklings

*Costing  
too much?*



WHAT ARE YOUR COSTS PER TON of meat scrap in bags ready for shipment? You probably know to the cent. However, if those poultry food cracklings are not being made with Anderson Expellers, the chances are they are costing too much. In a plant with a tonnage of 1000 tons, an Expeller has saved from \$1000 to \$3000 per year through its ability to save \$1 to \$3 per ton on poultry food cracklings in bags.

How is this accomplished? Expellers, due to their automatic nature, reduce the human element to a minimum. Pressing labor is cut from 50% to 75% over batch methods. One man can handle three Expellers. It is unnecessary to stack Expeller cake for cooling. It isn't necessary to season Expeller cake, that means no storage or aging. No cake breaker is needed. Expeller capacity is very much greater than that of other types of pressing equipment. All of these advantages combined represent a big saving. We have complete facts and figures showing the saving by Expeller operations. May we send them to you?

**THE V. D. ANDERSON CO.**  
1937 WEST 96th STREET  
CLEVELAND, OHIO



## HOW TO REDUCE FLOOR MAINTENANCE

$$2 + 2 = 4$$

Figures don't lie! No one ever resurfaced a packing house floor with lasting material for less than patching the "bad" spots with Cleve-O-Cement. Cleve-O-Cement is a time-proved product. Used all over the world by leading packers and dairies. It satisfies because it fulfills all claims.

Dries hard as flint overnight, ready for heavy traffic next day. Stronger in 24 hours than ordinary cement in 28 days. Unaffected by freezing temperatures or moisture. Use it on cooling room floors while refrigeration is in operation. Will not deteriorate, crack, dust or crumble. When properly applied, has a smooth, slip-proof, non-porous, waterproof surface. Resists lactic acid. NOT an asphalt composition. Write for FREE TEST offer.

**THE MIDLAND PAINT & VARNISH CO.**  
9119 RENO AVE.  
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**CLEVE-O-CEMENT**

**IS ANYTHING WRONG  
WITH YOUR MEAT CHOPPER?**

If your chopping machine fails to cut clean, mashes the meat, squeezes out the blood, or heats unduly, it is quite likely that the knife has worn away, or bent away, from the plate, towards the outer end of the blades.

The cure is to get a HOOK-EYE Master Knife and Process Plate.

The Master Knife can never separate from the plate, because of its patented pivot back (see illustration).

Send trial order, specifying make of machine and type of plate desired, to the Atlantic Service Co. Inc., 711 Caton Avenue, Brooklyn, N. Y.



X-ray view showing patented, pivot back, from which pressure is distributed uniformly over the entire length of the replaceable, self-sharpening blade.

**ATLANTIC SERVICE COMPANY, INC.**  
BUSINESS ESTABLISHED 1901

# Tallow, Greases Advance on Lard Upturn; Offerings Few

**Increases range from  $\frac{1}{4}$ @ $\frac{1}{2}$ c; inquiries fair—European war developments contribute to rise—Soapers absorb an estimated 1,500,000 lbs. tallow—By-products generally higher.**

**TALLOW.**—The tallow market was active and firmer at New York the past week, extra selling at 5c delivered and bid, an advance of  $\frac{1}{2}$ c on the week and an upturn of  $\frac{1}{2}$ c from recent low levels. It was estimated that the large soapers absorbed approximately 1,500,000 lbs. The demands were stimulated by advancing lard prices, with loose lard up about 1c per lb. from recent lows. Strength in other oils, brought about by the European war developments, and advancing freight rates, which increased the cost of imported materials, accounted for the market's action. The absorption of tallow this week created a situation where most producers now have their output sold up to the end of May; as a result offerings became scanty at the new levels, with producers inclined to look on and hold for still better prices.

At New York, edible was quoted at 5%@ $\frac{1}{2}$ c nominal; extra, 5c delivered, and special, 4%c nominal.

Strength, based upon firmness in lard and surrounding markets and a marked tightening of offerings, characterized the tallow market at Chicago this week. Trading has been primarily in scattered tanks, with producers inclined to raise their ideas and sit tight in the light of current strong market conditions. There was a further restriction of tallow offerings on Thursday with the additional upturn in lard. Toward end of week, bids of 5c, Chicago and Cincinnati, were being made for prime. Held around 4%c early in week, special and No. 3 tallow gained further strength, bids of 4% being made on Thursday for special, which was offered in a limited way at 5c, Chicago, and No. 3 reported sold same day at 4%c, Southeast point. Quotations at Chicago on Thursday were as follows:

Edible tallow .....	5 @ 5½
Fancy tallow .....	5 @ 5½
Prime packers .....	5 @ 5½
Special tallow .....	4½ @ 5
No. 1 tallow .....	4½ @ 4½

**STEARINE.**—While no particular business developed in stearine at New York, the market rose  $\frac{1}{2}$ c on scanty offerings and better prices in the West. Oleo was quoted at 6c, New York. There were reports that sales were made from the West to Jacksonville, equal to 6c.

At Chicago, the market was moderately active and steady. Prime oleo was quoted at 5%c net, or unchanged.

**OLEO OIL.**—Interest was limited and routine at New York and prices were without change. Extra was

quoted at 7c; prime, 6%@6½c, and lower grades, 6½@6½c.

At Chicago, demand was moderate and the tone steady. Extra was quoted unchanged at 7c.

**LARD OIL.**—Demand was moderate at New York and prices steady to firm, due partly to a better tone in raw materials. No. 1 was quoted at 8c; No. 2, 7½c; extra, 8½c; extra No. 1, 8½c; winter strained, 8½c; prime burning, 9½c; and edible, 8½c.

Lard oil quotations at Chicago were as follows: No. 1, 7¾c; No. 2, 7½c; extra, 8½c; extra No. 1, 8c; extra winter strained, 8½c; special No. 1, 7¾c; prime burning, 9c; and prime inedible, 8½c. Acidless tallow oil was quoted at 7¾c.

(See page 37 for later markets.)

**NEATSFOOT OIL.**—The market was quiet but steady at New York. Cold test was quoted at 17½c; extra, 8½c; No. 1, 8c; pure, 13½c, and prime, 8½c.

Neatsfoot oil quotations at Chicago were: Cold test, 17c; extra, 8c; No. 1, 7¾c; prime, 8½c; and pure, 12c.

**GREASES.**—The stronger price situation in competing and other commodities brought about a little more demand and a firmer market for greases this week. Yellow and house at New York sold at 4%c, up  $\frac{1}{2}$ c from the previous week, but buyers were slow in following the advances. There were no particular offerings from producers, and only moderate quantities appeared to have changed hands. Export demand has been interrupted by the spreading of the European war, but during the past week or so, about 100,000 lbs. of greases cleared for export from New York alone. The improvement in tallow, the upturn in lard, and a well sold up position on the part of grease producers furnished the market with a sound background.

At New York, choice white was quoted at 5@5½c; yellow and house, 4%@4½c, and brown, 4%@4½c.

Greases made a steady advance at Chicago this week, encouraged by limited offerings and a general upturn in lard and allied markets. Early in week, a bid of 4%c, Chicago, was made for white grease, with 5c asked; sales were recorded later in week at the latter figure, which was being bid on Thursday. Tank of B-white grease sold at midweek at 4%c, Chicago. Inquiry has remained fair throughout the week. Yellow grease recorded a rise of about  $\frac{1}{2}$ c during the week, selling on Monday at 4½c, Chicago, prompt, and 4%c, Chicago, by midweek. Thursday's quotations at Chicago were:

Choice white grease .....	5%
A-white grease .....	4%
B-white grease .....	4%
Yellow grease, 10-15 f.t.a. ....	4%
Yellow grease, 16-20 f.t.a. ....	4% @ 4%
Brown grease .....	4% @ 4%

## BY-PRODUCTS MARKETS

Chicago, April 18, 1940.

By-products considerably stronger this week in sympathy with allied markets. Offerings, in general, rather restricted.

### Blood

Dried blood quoted above last week, with last sales reported at around \$2.75 and sellers' ideas ranging as high as \$3.00.

Unit  
Ammonia ..... \$2.75 @ 2.85

Unground .....

### Digester Feed Tankage Materials

This market firmer; offerings limited. Sales of 11-12% tankage reported in range indicated.

Unground, 11 to 12% ammonia.....	\$3.10 @ 3.25
Unground, 6 to 10%, choice quality.....	3.25 @ 3.35
Liquid stick.....	1.50 @ 1.60

### Packinghouse Feeds

Packinghouse feeds very strong and sales heavy; stocks reported fairly well sold up. Advance of \$5.00 this week on digester tankage and special steam bone-meal; meat and bone scraps higher.

Carlots,  
Per ton  
60% digester tankage..... \$50.00  
50% meat and bone scraps..... 50.00  
Blood-meal..... 65.00  
Special steam bone-meal..... 50.00

### Bone Meals (Fertilizer Grades)

Market quiet and unchanged.  
Per ton  
Steam, ground, 3 & 50..... \$30.00  
Steam, ground, 2 & 26..... 30.00

### Fertilizer Materials

Fertilizer materials steady to stronger.  
Per ton  
High grd. tankage, ground..... \$3.50 & 10c  
Bond tankage, ungrd., per ton..... 20.00 @ 22.00  
Hoof meal..... 2.35 @ 2.50

### Dry Rendered Tankage

Cracklings stronger again this week. Quotations based on trading reported Thursday.

Hard pressed and expeller unground, up to 48% protein (low test).....	\$ .75
above 48% protein (high test).....	.72½
Soft prd. pork, ac. grease and quality, ton.....	47.50 @ 50.00
Soft prd. beef, ac. grease and quality, ton.....	37.50 @ 40.00

### Gelatine and Glue Stocks

Quiet and unchanged market.

Calf trimmings.....	\$ 20.00
Sinews, plazied.....	18.00
Cattle, jaw, skull and knuckles.....	35.00
Hide trimmings.....	13.00 @ 14.00
Pig skin scraps and trim, per lb., l.c.l. ....	3½ @ 3½

### Bones and Hoofs

No changes reported from last week's quotations.

Round shins, heavy.....	\$ 57.50
Flat shins, heavy.....	52.50
Blades, buttocks, shoulders & thighs.....	42.50
Hoofs, white.....	55.00
House run, unassorted.....	30.00
Junk bones.....	22.50 @ 25.00

### Animal Hair

Some additional firmness reported in summer coil dried and cattle switches.

Winter coil dried, per ton.....	\$30.00 @ 35.00
Summer coil dried, per ton.....	22.50 @ 25.00
Winter processed, black, lb.....	6½ @ 7c
Winter processed, gray, lb.....	5½ @ 6c
Summer processed, gray, lb.....	3 @ 3½c
Cattle switches.....	2½ @ 3c

## FERTILIZER PRICES

BASIS NEW YORK DELIVERY

### Ammeciates

Ammonium sulphate, bulk, per ton, basis ex-vessel Atlantic ports, April to June, 1940.	\$28.00
Blood, dried, 16% per unit.	2.85
Ground fish scrap, dried, 11½% ammonia, 16% B. P. L., f.o.b. fish factory.	3.25 & 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f. spot.	52.00
April shipment.	52.00
Fish scrap, acidulated, 7% ammonia, 3% A. P. A., f.o.b. fish factories.	2.50 & 50c
Sodium nitrate, per net ton: bulk, April to June, 1940, inclusive, ex-vessel Atlantic and Gulf ports.	27.00
in 200-lb. bags.	28.30
in 100-lb. bags.	29.00
Fertilizer tankage, ground, 10% ammonia, 10% B. P. L. bulk.	2.65 & 10c
Feeding tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.	2.75 & 10c

### Phosphates

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	\$32.00
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f.	31.50
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.	8.50

### Dry Rendered Tankage

50/55% protein, unground.	72½c
60% protein, unground.	72½c

## EASTERN FERTILIZER MARKETS

New York, April 17, 1940.

All markets strengthened the past week and trading was more active than it has been in some time. A number of cars of tankage were sold at \$2.75 and 10c, f.o.b. New York, and sales of blood were made at prices up to \$2.85, f.o.b. New York, which is the present market.

Cracklings were fairly active and they are now holding at 72½c, f.o.b. New York, with sales at this figure.

Fertilizer manufacturers are shipping fertilizer out rather freely and are expected to enter the market for additional materials.

## COTTONSEED PRODUCTS

Cottonseed received at U. S. mills for the eight months ended March 31, 1940, totaled 3,973,035 tons; for the same period in 1939 the total was 4,026,653 tons. Cottonseed crushed from August 1 to March 31 totaled 3,777,306 tons in 1940 and 3,940,523 tons in 1939. Amount on hand at mills March 31 totaled 316,355 tons in 1940 and 518,740 tons in 1939.

Cottonseed products manufactured, shipped out and on hand:

Aug. 1, 1939 to Aug. 1, 1938 to Mar. 1, 1940		Mar. 1, 1939
CRUDE OIL:		
Produced, lbs.	1,192,906,740	1,198,700,924
Shipped out, lbs.	1,176,972,827	1,090,982,523
On hand, lbs.		
Mar. 31.	*186,124,476	171,279,046

REFINED OIL:		
Produced, lbs.	1,012,446,981	995,346,587
On hand, Mar. 31.	*643,947,051	642,348,766

CAKE AND MEAL:		
Produced, tons.	1,705,095	1,729,897
Shipped out, tons.	1,649,044	1,749,416

Mar. 31. 175,769 195,002

\*Includes 157,266,115 lbs. held by refiners and manufacturing establishments and in transit to refiners and consumers Aug. 1, 1939 and Mar. 31, 1940.

+Includes 21,159,343 lbs. held by refiners, brokers, agents and warehousemen at places other than refineries and manufacturing establishments and in transit to shortening manufacturers, etc.

# Oil Futures Advance With More Speculative Interest

Prices move up as trade broadens on the spread of war, stronger lard market and unfavorable cotton weather in South—Cash trade improved—Other oils stronger.

**COTTONSEED** oil futures market at New York enjoyed broader trade during the past week and displayed a stronger tone. Prices moved into new high ground for the current recovery, and at the high point showed gains of nearly ¼c per pound over the season's lows. Spread of the European war brought more speculative buying power into the market; the advances were aided materially by unfavorable weather conditions in the South and strength in other markets, particularly the upturn in lard.

There has also been some improvement in cash demand for oil and shortening and little pressure on futures, except for speculative realizing on a scale upward. Liquidation in the May delivery prior to tender day and transferring of May to the later months widened the discount on the nearby position to 17 points under September and October. December oil came on the board this week and traded moderately between 7.19 and 7.22.

There was no improvement in export interest in cotton oil, although some export business passed in other edible oils, but the trade is convinced that the United Kingdom must sooner or later buy edible fats here.

Cash interests report very fair business this month and there are predictions that April consumption may run around 300,000 bbls. compared with 205,000 bbls. in 1939.

**COCONUT OIL**.—Moderate demand, strength in competing oils, and a tight freight situation, resulted in higher prices for coconut oil. At New York, bulk oil sold at \$3.15c, with sellers later asking 3½c. The Pacific coast market was 3c nominal.

**CORN OIL**.—Small sales were reported at 6¾c, Chicago, but offerings continued scanty.

## OLEOMARGARINE

F. O. B. CHICAGO

White domestic vegetable.	15
White animal fat.	12
Water churned pastry.	12
Milk churned pastry.	13
White "nut" type.	8½

## VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b. Val-	6
ley points, prompt.	6
White deodorized, in bbls., f.o.b. Chgo.	7½@7½
Yellow deodorized.	7½@7½
Soy stock, 50% f.f.e., f.o.b. consumer	7½@7½
points.	7½@7½
Soybean oil, f.o.b. mills.	5½@5½
Corn oil, in tanks, f.o.b. mills.	6½@6½
Coconut oil, sellers' tanks, f.o.b. coast.	2½@2½
Refined coconut, bbls., f.o.b. Chicago.	8½@8½

**SOY BEAN OIL**.—Sales were reported at 5½c, Decatur, and 5½c, Ohio points. There were later sales and bids at 5½c in the market for oil right through to September.

**PALM OIL**.—Conditions were more or less nominal in this market at New York, the freight space situation being the most important factor. Nigre was quoted at 4½c in drums and 3½c in tanks and Sumatra at 3c in tanks and 2½c in bulk.

**OLIVE OIL FOOTS**.—The market was quiet but steady at New York. Nearby foots were quoted at 7¾c and forward at 7½c.

**PEANUT OIL**.—Sales were reported Wednesday at 6½c from the Southeast.

**COTTONSEED OIL**.—Valley and Southeast crude were quoted Wednesday at 6c bid; Texas 5½@5½c nominal at common points, and Dallas, 5½@6c nominal.

Futures market transactions for the week at New York were:

### FRIDAY, APRIL 12, 1940

Sales	Range		Closing— Aaked
	High	Low	
April	675	675	nom
May	681	681	681
June	684	684	682
July	690	690	684
August	695	695	695
September	695	695	695
October	695	695	695
November	696	696	696

Sales 81 contracts.

### SATURDAY, APRIL 13, 1940

April	675	bid
May	683	683
June	687	687
July	691	691
August	696	696
September	696	696
October	696	696
November	696	696

Sales 39 contracts.

### MONDAY, APRIL 15, 1940

April	682	bid
May	694	694
June	695	695
July	701	703
August	706	706
September	706	706
October	706	706
November	705	705

Sales 129 contracts.

### TUESDAY, APRIL 16, 1940

May	698	698	trad
June	702	702	nom
July	707	707	708
August	710	710	709
September	714	714	715
October	714	714	715
November	705	705	715

Sales 188 contracts.

### WEDNESDAY, APRIL 17, 1940

May	693	693	694
June	697	697	694
July	703	703	704
August	707	707	707
September	710	710	710
October	711	711	711
November	712	712	711

Sales 179 contracts.

### THURSDAY, APRIL 18, 1940

May	707	707	707	bld
June	712	712	716	bld
July	718	718	716	bld
September	724	724	723	bld
October	725	725	724	bld
December	726	726	725	bld

(See Page 37 for later markets.)

## CASING IMPORTS AND EXPORTS

Foreign trade in casings during February is reported as follows by the U. S. Department of Commerce.

### IMPORTS

	Sheep, lamb and goat, lbs.	Other, lbs.
Australia	81,524	29,345
Canada	68,267	204,852
Turkey	60,232	
New Zealand	55,588	
Iran	52,438	537,522
Iraq	37,908	
China	36,367	57,184
Brazil	21,730	42,610
Chile	18,643	
British India	15,333	
Uruguay	15,083	21,403
Morocco	15,332	
Algeria	13,37	
United Kingdom	8,760	
Egypt	8,899	303
Syria	7,936	
Other Asia	6,800	
France	3,836	
Mexico	1,250	
Palestine	1,933	
Greece	1,000	
Un. of So. Africa	1,000	
Peru	2,000	
Other	20	
Total	612,721	865,874
Value	\$689,408	\$75,521

### EXPORTS

	Hog, lbs.	Beef, lbs.	Other, lbs.
United Kingdom	886,279	64,548	33,568
Australia	164,666	8,400	10,989
Italy	42,408	102,978	32,594
New Zealand	19,659	.....	200
Un. of S. Africa	9,322	.....	2,855
Sweden	5,856	39,097	22,574
Netherlands	4,534	.....	
Belgium	2,603	.....	
Portuguese Africa	2,220	81,438	
Switzerland	1,431	3,205	50,938
Canada	1,365	15,235	595
Cuba	1,155	11,432	450
Norway	569	1,741	325
Netherland Indies	.....	13,120	
Spain	.....	.....	
Denmark	.....	1,406	
Panama, Canal Zone	55	.....	4,117
Other	.....	.....	1,008
Total	1,146,637	340,994	161,621
Value	\$694,959	\$58,952	\$66,525

## YARDAGE ON DIRECTS UPHELD

Packers will have to continue paying yardage charges on direct shipments unloaded in the Chicago Union Stock Yards, the Interstate Commerce Commission decided last week in dismissing No. 27862, Swift & Company et al. vs. Alton, et. al. The commission found that the railroad's failure to provide a free means of egress for direct shipments transported to the yards had not resulted in an unreasonable practice. The commission pointed out the practice of yardage assessment had existed for 70 years.

## "LARD OIL" NOW "GREASE OIL"

Effective April 15, the term "lard oil," as applied to No. 1, No. 2, extra, extra winter strained, etc., was discarded by Midwestern packers in favor of "grease oil." A comparison of the terminology used within the former and new classifications will appear in an early issue of THE NATIONAL PROVISIONER.

*Careless work in hog scalding costs money. Read "PORK PACKING," The National Provisioner's pork handbook.*

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# HIDES AND SKINS

Light trade in packer market—March steers steady, with  $\frac{1}{4}$ c advance paid for April native steers—Extreme light natives up  $\frac{3}{4}$ c—Bulls up  $\frac{1}{2}$ c—Packer calf  $\frac{1}{2}$ c higher bid.

## Chicago

**PACKER HIDES.**—Only a light scattered trade was reported this week in the packer hide market, sales of a little over 15,000 hides coming to light so far, at varying prices, depending upon take-off. The market in general appears strong, due to the closely sold up position of packers on the late winter hides and the probable broadening of demand when late April hides are offered, but it is very difficult to quote the market during this transitional period when going from winter to spring take-off.

Light stock continues to show independent strength, due in good part to the present prices for calfskins and the consequent demand for anything suitable for side upper leather. Extreme light native steers moved up  $\frac{3}{4}$ c on successive sales. Mar.-Apr. native steers sold  $\frac{1}{4}$ c over price paid last week at New York for straight Aprils. Bulls sold in a small way at  $\frac{1}{2}$ c up.

Packers still hold possibly a couple weeks production of prior to April hides at scattered points and are desirous of moving these before putting out offerings of straight April take-off; buyers, on the other hand, feel that by waiting as long as possible their chances of securing April hides will improve.

Tanners bought 2,000 Feb.-Mar. native steers at  $12\frac{1}{4}$ c and straight Mar. available this basis; the Association sold 1,000 Mar.-Apr. natives at the week-end at  $12\frac{1}{4}$ c; 750 Apr., and 800 Mar.-Apr. native steers sold at  $13\frac{1}{4}$ c. The Association sold 1,000 Mar.-Apr. extreme light native steers at the week-end at  $14\frac{1}{4}$ c, or  $\frac{1}{4}$ c up; a packer sold 500 Mar.-Apr. early this week at  $14\frac{1}{4}$ c, and 3,200 Feb. to April extreme light native went to a tanner later at  $14\frac{1}{4}$ c, these being very scarce.

Tanners bought 4,000 Feb.-Mar. butt branded steers early at  $12\frac{1}{4}$ c, and straight Mar. are available this basis, while Apr. butts are salable at  $13\frac{1}{4}$ c. Mar. Colorados are available at  $12\frac{1}{4}$ c, last paid. March heavy Texas steers are quotable at  $12\frac{1}{4}$ c, and light Texas steers around  $12\frac{1}{4}$ c nom.; extreme light Texas steers are quotable  $12\frac{1}{4}$ c@ $13\frac{1}{4}$ c.

Heavy native cows last sold at  $12\frac{1}{4}$ c for Mar. take-off. One packer sold 1,500 Cleveland Feb.-Mar. light native cows early at  $13\frac{1}{4}$ c; offerings are limited and, while  $13\frac{1}{4}$ c is not definitely bid at the moment, packers have ideas up to  $14\frac{1}{4}$ c for anything from a light average point. Mar. branded cows last sold at  $12\frac{1}{4}$ c, and it was indicated that a few Aprils have moved quietly since at  $13\frac{1}{4}$ c.

The Association sold 800 Apr. bulls

basis  $9\frac{1}{4}$ c for native bulls and  $8\frac{1}{2}$ c for brands; packers ask another  $\frac{1}{2}$ c up.

Withdrawals from Exchange warehouses have been light, totalling only 8,458 hides for the first 16 days of April.

## OUTSIDE SMALL PACKER HIDES.

—Outside small packer all-weight natives of Mar. take-off are salable in a range of  $12@12\frac{1}{4}$ c, selected, Chgo. freight, depending upon avge. weight, with Apr. hides probably  $\frac{1}{4} @ \frac{1}{2}$ c more; packers usually ask around  $12\frac{1}{4}$ c for heavy average stock, with light hides held higher. Couple cars Mar.-Apr. take-off, 51-52 lb. avge., moved at  $12\frac{1}{4}$ c, selected, f.o.b. mid-east point.

**PACIFIC COAST.**—Last reported trading in the Coast market, previous week, was at  $11\frac{1}{4}$ c for Mar. cows and 11c for steers, flat, f.o.b. Los Angeles; bids this basis were later declined.

## FOREIGN WET SALTED HIDES.

—There was an active trade in standard steers in the South American market early in the week at  $\frac{1}{4}$ c reduction for the seasonably less desirable hides now available in that market. Early in the week, 4,000 Wilson steers, 3,000 San-sineras, 2,500 Smithfield's, 6,500 La-Platas, 2,500 Rosario Santa Fe steers, and 2,000 LaBlancas all sold to the United Kingdom at 90 pesos, equal to  $13\frac{1}{4}$ c, c.i.f. New York, as against 92 pesos or  $13\frac{1}{4}$ c paid late last week. Later, 4,000 more Smithfield steers sold also at 90 pesos or  $13\frac{1}{4}$ c. There were reports early in the week of severe rain and windstorms, together with floods on the River Plate, with word later that the flood waters were receding.

**COUNTRY HIDES.**—The apparently firm position of the packer hide market, especially on light average hides, encourages holders of country hides and offerings in general are limited and firmly held. Untrimmed all-weights have sold recently up to 11c, flat, equal to  $11\frac{1}{2} @ 11\frac{1}{4}$ c selected, del'd Chgo. Heavy steers and cows are quoted around  $9\frac{1}{4}$ c, trimmed, reported paid, but slow. Buff weights are quoted around  $11\frac{1}{4}$ c trimmed, although not overly active. Good trimmed extremes sold at 14c early this week and generally quoted this basis. Bulls quoted around 7c flat. Glues around  $9 @ 9\frac{1}{4}$ c flat. All-weight branded hides quoted  $10 @ 10\frac{1}{4}$ c flat, trimmed.

**CALFSKINS.**—The packer calfskin market is stronger but trading is awaited on a sufficient scale to define values. One packer sold 15,000 Mar.-Apr. northern heavy calfskins at 28c, this being  $\frac{1}{2}$ c over last confirmed trading, but this bid was declined by couple other packers for Apr. heavies, sellers talking 29c. Bids of 21c, or  $\frac{1}{2}$ c over last trading price, were also declined for light calf under  $9\frac{1}{4}$  lb., and packers seem inclined to wait and apparently are not offering the lights.

The city calfskin market is in a simi-

lar position, due to lack of offerings. The 8/10 lb. city calf last sold at  $17\frac{1}{2}$ c but bids of 18c and also  $18\frac{1}{2}$ c have been reported, with collectors withholding offerings; bids of  $23\frac{1}{2}$ c, or  $\frac{1}{2}$ c up, have also been declined for 10/15 lb., with no offerings. Outside cities, 8/15 lb., quoted  $19\frac{1}{2} @ 20\frac{1}{2}$ c nom.; straight countries  $15\frac{1}{2} @ 16$ c flat. A car Chgo. city light calf and deacons is offered at \$1.40, and bids have been advanced from \$1.20 to \$1.35 without trading.

**KIPSKINS.**—With packers closely sold up on Mar. kips, there is little opportunity for trading pending offerings of Apr. skins and higher prices will undoubtedly be asked. Last trading, previous week, was at 20c for a car mostly Mar. northern native kips; on this basis, over-weights are nominal at 19c for northerns, with southerns a cent less, and brands nominal around 17c.

There have been inquiries for city kipskins but none offered and market quoted nominally  $18 @ 18\frac{1}{2}$ c. Outside cities quoted around 18c; straight countries about 15c flat.

Packer regular slunks are quiet, Mar. production having moved several weeks back at \$1.05; hairless sold in a small way at 55c.

**HORSEHIDES.**—Trade has been slow, with some objection by buyers to asking prices, but scattered sales reported at fully steady prices. Good city renderers, with manes and tails, quoted  $$5.25 @ 5.50$ , selected, f.o.b. nearby sections. Ordinary trimmed renderers range  $$5.00 @ 5.10$ , del'd Chgo.; mixed city and country lots steady at  $$4.60 @ 4.75$ , Chgo., according to lot.

**SHEEPSKINS.**—Shearling production is increasing and some houses are keeping sold ahead; one packer reports moving several cars this week at unchanged prices for that seller of \$1.35 for No. 1's, 90c for No. 2's and 40c for No. 3's; other sellers quote around 80c for No. 2's and  $37\frac{1}{2}$ c last paid for No. 3's, comprising the bulk of present production. Pickled skins appear firm, despite talk of various asking prices; one house sold a car of old lambs this week at  $$5.75$  per doz. packer take-off. Offerings of new lambs light, some houses not pulling. Packer wool pelts quoted  $$2.35 @ 2.50$  per cwt. live basis, with sales reported in this range; outside small packer pelts around  $$2.10$  per cwt. live basis. California spring lambs quoted  $$1.35 @ 1.40$  per cwt. live basis.

## New York

**PACKER HIDES.**—There has been no trading reported in the New York market since the movement to a trader previous week of a car each of Apr. butt branded steers at 13c and Colorados at  $12\frac{1}{4}$ c, mentioned last week. Other packers have declined bids that basis and appear in no hurry to offer Apr. hides.

**CALFSKINS.**—The calfskin market is stronger and fair advances were paid on scattered sales. Collectors' holdings are said to be light, due to recent quiet trading. Collectors sold 1,500 of the 4-5's at \$1.35; 5-7's nominal around

\$1.55, and 7-9's around \$2.50. Packers sold 5,000 of the 7-9's at \$2.90, or 15c over last previous sale; 3,000 packer 12/17 veal kips sold at \$4.80.

### NEW YORK HIDE FUTURES

Saturday, Apr. 13.—Close: June 14.06@14.10; Sept. 14.35; Dec. 14.60 b; Mar. 14.83 b; 41 lots; 4@7 lower.

Monday, Apr. 15.—Close: June 14.15@14.18; Sept. 14.41@14.43; Dec. 14.65; Mar. 14.88 n; 94 lots; 5@9 higher.

Tuesday, Apr. 16.—Close: June 14.15@14.18; Sept. 14.40@14.44; Dec. 14.65 b; Mar. 14.88 n; 100 lots; 3 lower to 3 higher.

Wednesday, Apr. 17.—Close: June 14.16; Sept. 14.42@14.43; Dec. 14.70; Mar. 14.93; 73 lots; two lower to five higher.

Thursday, Apr. 18.—Close: June 13.88; Sept. 14.15@14.16; Dec. 14.38@14.39; 275 lots; 27@32 lower.

Friday, April 19.—Close: June 13.93@13.95; Sept. 14.21@14.24; Dec. 14.45; Mar. (1941) 14.68 n; 160 sales; 5@7 higher.

### TALLOW FUTURE TRADING

Mon., Apr. 15.—Close: May and July 4.75 bid.

Tues., Apr. 16.—Close: May and July 4.90 bid.

Wed., Apr. 17.—Close: May 4.90 b; July 5.00 b.

Thurs., Apr. 18.—Close: Apr. 5.00 b; May and June 5.05 b; July 5.10 b; 2 sales.

Friday, Apr. 19.—Close: May and July 5.00 b.

### FSCC BUYS SMOKED PORK

FSCC announced on April 19 that it had purchased 1,862,500 lbs. of smoked pork products, consisting of 391,000 lbs. of smoked hams, 604,500 lbs. of smoked picnics and 867,000 lbs. of smoked bacon. The purchase of the smoked pork is the first to be made under extension of the pork products buying program announced on April 6.

### ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to April 18, 1940: To the United Kingdom, 166,156 quarters; to the Continent, 262 quarters. A week ago, to the United Kingdom, 86,956 quarters; to the Continent, 18,734 quarters.

### MEAT AND LARD EXPORTS

Exports through port of New York during week ended April 18, totaled 47,525 lbs. of lard.

# WEEK'S CLOSING MARKETS

### FRIDAY'S CLOSING

#### Provisions

Lard was strong the latter part of the week, with less pressure on hogs and hedges but developed overbought condition on Friday and reacted sharply as stop-loss orders caught. Hogs were quoted at \$6.00 at Chicago, equal to year's high.

#### Cottonseed Oil

Cotton oil reacted with lard. Trade was mixed and cash business moderate. Crude, 6½c for Southeast and Valley; 5½@5¾c, Texas.

Quotations on bleachable cottonseed oil at close of market on Friday were: May, 6.98; July 7.02; Sept. 7.09@7.10; Oct., 7.11; Dec. 7.13@7.16; 217 lots; closing steady.

#### Tallow

New York extra tallow was quoted at 5c lb. bid.

#### Stearine

Stearine was quoted 6c lb.

#### Friday's Lard Markets

New York, April 19, 1940.—Prices are for export. Lard, prime western, 6.90@7.10c, middle western, 6.80@7.00c; city, 6%@6½c; refined continent, 7½c; South American, 7½@7¾c; Brazil kegs, 7½@7¾c; shortening 9¼c.

#### CURED PORK PRICES

Prices at Chicago, March, 1940, reported by U. S. Dept. of Agriculture:

	Mar. 1940	Feb. 1940	Mar. 1939
Hams, smoked, reg. No. 1—			
8-10 lbs. av.	\$18.38	\$18.50	\$23.00
10-12 lbs. av.	17.50	17.88	22.50
12-14 lbs. av.	16.50	17.00	21.50
14-16 lbs. av.	16.38	16.50	21.00
Hams, smoked, reg. No. 2—			
8-10 lbs. av.	17.12	17.50	21.00
10-12 lbs. av.	16.12	16.50	20.50
12-14 lbs. av.	15.12	15.50	19.50
14-16 lbs. av.	15.12	15.38	19.50
Hams, smoked, skinned, No. 1—			
16-18 lbs. av.	16.50	16.69	21.00
18-20 lbs. av.	16.50	16.69	21.00
Hams, smoked, skinned, No. 2—			
16-18 lbs. av.	15.25	15.88	19.00
18-20 lbs. av.	15.25	15.88	19.00
Bacon, smoked, No. 1 dry cure—			
6-8 lbs. av.	16.75	17.00	21.70
8-10 lbs. av.	15.31	15.44	20.70
Bacon, smoked, No. 2 dry cure—			
8-10 lbs. av.	13.88	13.50	18.20
10-12 lbs. av.	12.50	12.50	17.70
Picnics, smoked,			
4-8 lbs. av.	11.50	11.50	15.63
Backs, dry salt,			
12-14 lbs. av.	5.56	5.38	7.20

#### LARD—

Refined, H. W. tubs...	6.54	6.66	7.52
Substitutes.....	9.62	9.50	9.25
Refined, 1 lb. cartons....	6.54	6.66	7.78

### CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Apr. 19, 1940, with comparisons:

PACKER HIDES	
Week ended Apr. 19	Prev. week
Hvy. nat. stra. 12½@13½	12½@13
Hvy. Tex. stra..... 12½@13	12½@13
Hvy. butt brnd'd stra..... 12½@13	12½@13
Hvy. Col. stra..... 12½@12½	12½@12½
Ex-light Tex. stra..... 12½@13	12½@13
Brnd'd cows. 12½@13	12½@13
Hvy. nat. cows..... 12½@13	12½@13
Lt. nat. cows. 13½@14	13½@13½
Nat. bulls..... 9½@10	9½@10
Brnd'd bulls. 8½@9	8½@9
Califskins..... 21@22	21@22
Kins. nat. .... 7½@8	7½@8
Kins. ov-wt. .... 6½@7	6½@7
Kins. brnd'd. .... 6½@7	6½@7
Slunks, reg. .... 6@1.05	6@1.05
Slunks, hrs. .... 55@60	55@60

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

#### CITY AND OUTSIDE SMALL PACKERS

Nat. all-wts... 12½@12½	12@12½	8½@9
Brnd'd..... 11½@12½	11½@12½	8½@8½
Nat. bulls..... 8½@8½	8@8½	7@7
Brnd'd. bulls. 7½@8	7½@8	6½@6½
Califskins..... 18½@23½	17½@23	13½@15
Kips..... 18@18½	18@18½	11½@11½
Slunks, reg. .... 65@65	65@65	70@75
Slunks, hrs. .... 50@50	50@50	50@50

#### COUNTRY HIDES

Hvy. steers.... @9½	9½@9½	6@6½
Hvy. cows.... @9½	9½@9½	6@6½
Buffs..... 11½@11½	11½@11½	7½@7½
Extremes..... @14	13½@14	9½@9½
Bulls..... 6½@7	6½@7	5@5½
Califskins..... 15½@16	15½@15	10@10½
Kipskings..... @15	14½@15	6@6½
Horsehides..... 4.60@5.30	4.60@5.30	2.50@2.50

#### SHEEPSKINS

Pkr. shearlgs. 1.30@1.35	1.30@1.35	70@75
Dry pelts..... 14@15	14@15	13@13

### CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended April 13, 1940, were 6,266,000 lbs.; previous week 5,497,000 lbs.; same week last year, 4,553,000 lbs. Jan. 1 to date, 82,626,000 lbs.; same period last year, 80,027,000 lbs.

Shipments of hides from Chicago for week ended April 13, 1940, were 4,614,000 lbs.; previous week 4,031,000 lbs.; same week last year 6,957,000 lbs.; Jan. 1 to date, 46,790,000 lbs.; same period last year, 62,342,000 lbs.

### ANIMAL FAT IMPORTS

Imports of animal fats and oils during February, 1940, and their value, were as follows:

	Quantity	Value
Inedible tallow, lbs.....	1,752	\$ 46
Tankage, tons.....	2,343	125,062
Wool grease, lbs.....	288,978	13,315
Stearic acid, lbs.....	145,614	11,090
Whale oil, gal.....	9,189	4,564
Cod oil, gal.....	26,210	16,676
Cod liver oil, gal.....	120,764	119,847
Other fish oil, gal.....	464	56

### CHICAGO HIDE FUTURES

Futures market inactive, June option not open yet.

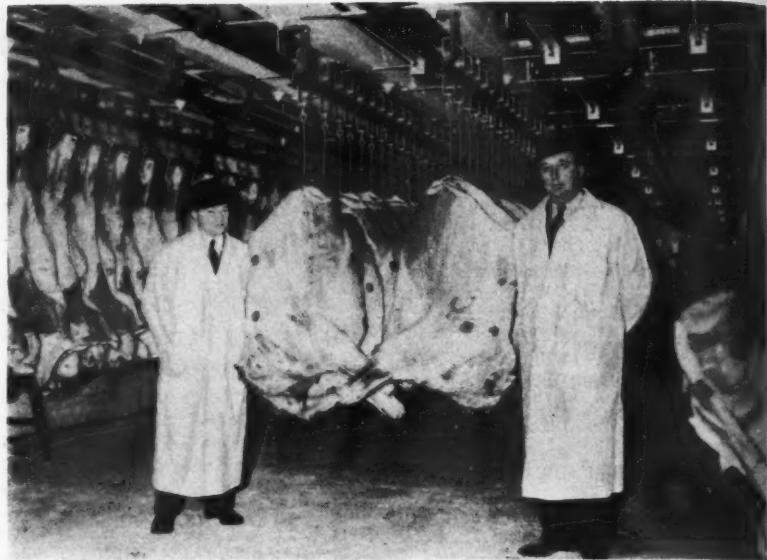
## Kroger Opens Another Beef Tendering Plant

THE opening of a new beef tendering plant at Chicago by Kroger Grocery & Baking Co. was observed with an open house on April 13, 14 and 16, when several hundred of the company's employes inspected the new unit after enjoying a dinner at the Hotel Sherman featuring steaks aged by the Tenderay process.

Merchandising of the Tenderay beef began this week with large-space newspaper advertisements, window displays and radio publicity. The Tenderay process was explained at luncheons staged for the press and women's clubs.

Located on the first floor of the Chicago Cold Storage Warehouse Co. building, the plant is the third of its kind established by the Kroger company. The earlier units are now in operation in Cleveland and Cincinnati. The processing room, heart of the new plant, has a capacity of 300 cattle per week.

A battery of 60 sterilamps protects beef while it is hanging in the processing room, which measures 65 by 20 ft. by 14 ft. high. The room is maintained at a dry bulb temperature of 60 degs. F. and relative humidity of 88 to 90 per cent. Forequarters remain in this room 48 hours and hindquarters 72 hours before removal to chill room. No slaughtering is done at the plant.



VIEW IN PROCESSING ROOM OF NEW TENDERAY PLANT

L. J. Gibbas (left), engineer from the Kroger general offices at Cincinnati, and George Ehemann, meat buyer for the Kroger Chicago branch, looking over processing room of the new Tenderay plant opened by the company at Chicago. The room, equipped with 60 sterilamps, can handle 300 cattle per week. (National Provisioner Photo.)

Chill room capacity is about one-third that of processing room, as the meat is left there only about 24 hours. The chill room contains no sterilamps. A dry bulb temperature of 35 degs. F. and

relative humidity of 75 to 80 per cent are maintained. Both the processing room and chill room are fitted with York spray-type air conditioning units regulated by Brown Instrument Co. recording controls. Air circulation in the former is accomplished by means of a perforated tubular duct located near ceiling. The large holding cooler contains 32 sterilamps, averaging one to each 40 sq. ft. of floor space.

The new plant is under the management of Walter Lampert. D. E. McVeigh, Kroger packinghouse division, is taking an active part in superintending preliminary operations. A similar plant is being opened this week by Kroger in Detroit, and work is progressing on additional Tenderay units at Columbus, St. Louis and Pittsburgh.



The Roto-Cut employs the "draw cut" method of cutting meat. Blades drawn through the meats cut evenly, cleanly and without pressure, retaining natural oils and juices. Cuts fresh and solid frozen meats.

By eliminating grinding, crushing and chopping, binding quality is improved, cooler cutting results and a superior product is produced. Yield is increased from over any other method. For perfect satisfaction, it's the ROTO-CUT! Get the facts now!

30 SATISFIED USERS  
FROM BOSTON TO SAN FRANCISCO  
*Names on Request*

THE GLOBE COMPANY  
MANUFACTURERS OF

Packing House and Factory Equipment  
*Loving the MEAT INDUSTRY*

4040 S. PRINCETON AVE.  
CHICAGO, ILLINOIS

### FLASHES ON SUPPLIERS

JOHNS-MANVILLE CORP.—Net sales of Johns-Manville Corp. in 1939 were \$53,847,177 and net earnings amounted to \$4,164,719, according to the annual report to employees issued by Lewis H. Brown, president. These figures compared to \$46,890,147 and \$1,455,302, respectively, in 1938. Mr. Brown's report was presented in simplified, understandable form, with cartoons portraying the "J-M Dollar" as a gnome-like figure.

ANCHOR HOCKING GLASS CORP., ANCHOR CAP AND CLOSURE CORP.—Cleveland sales offices of Anchor Hocking Glass Corp. and Anchor Cap and Closure Corp. have been consolidated in new quarters in the Cooke bldg., 4614 Prospect ave. The container and closure divisions will be represented by C. S. Horner.



## We've gone beyond the "squeal" to save Money

• "Saving everything but the squeal" doesn't go far enough these days. In modernized packing plants, they are saving still more money with up-to-the-minute handling methods—moving loads by push-button in killing rooms, belly pack departments, handling "city fats" from truck to charging deck, etc. If you are really "out" after profits, start now to save time and increase production in the space you have.

**P&H HEVI-LIFT HOISTS**

FOR SLAUGHTER HOUSE SERVICE



★ P&H engineers are familiar with the material handling problems in the meat packing industry. They can show you ideas which may save you thousands of dollars a year. Have one call. Or ask us to send you Bulletin H-17. General Offices: 4573 West National Avenue, Milwaukee, Wisconsin

**HARNISCHFEGER CORPORATION**  
WIRE • WELDING ELECTRODES • IRONWORKS • CONCRETE EXCAVATION • ELECTRIC CABLES • AIR VEHICLES

## BURNS & CO. CUTS LOSS

MONTREAL.—Annual statement of Burns & Co., Limited, Canadian meat packers, showed a net loss of \$139,451 for 1939 compared with a loss of \$369,355 in 1938. Net income after taxes, but before bond interest and depreciation, was \$524,445 for the fiscal year of 1939.

In the accompanying report it was stated that improvement in operating results was largely due to the increase in slaughter of hogs and other livestock during the last four months of the year, and also to marked improvement in business in Western Canada during the same period. Unfavorable conditions of 1938, which was marked by a sharp decline in hog slaughter, continued into the first half of 1939.

In the final four months of 1939, however, hog slaughter in Western Canada increased by 313,603 head, or 71.4 percent, rising from 439,117 to 752,720 head. During January and February, 1940, hog slaughter for the whole of Canada was 768,985 head, and for the Western Provinces was 382,349 head. Officials consider that this indicates the increase in hog production in the West is definitely established and there is reason to expect a further increase of approximately 50 per cent commencing next fall.

John Burns, president, states that owing to abundance of feed in Western Canada during last spring and summer, farmers and ranchers were able to hold and finish their livestock for market. This enabled them to follow a plan of orderly marketing, with the result that prices were maintained on a fairly satisfactory level throughout the year. A similar condition prevailed in the case of calves and lambs.

## REVISED SURPLUS FOOD LIST

Pork and lard, which are on the current official list of surplus commodities obtainable under the Department of Agriculture's stamp plan of distribution, will be retained on the revised commodity list, which becomes effective on April 15, the department announces. The only modification of the present list will be the removal of onions, whose prices have recently shown sharp advances as the end of their marketing year approaches.

## DOG FOOD IMPORTS SMALLER

Imports of canned dog food declined sharply in February, 1940, totaling 43,200 lbs., valued at \$1,813, compared with 130,622 lbs., valued at \$5,082 in January of this year. Total amount imported in February, 1939, was 708,550 lbs., valued at \$18,574 and in January, 1939, amounted to 681,603 lbs., valued at \$18,139. The greater portion of this amount entered through the port of New York, and all of the dog food came from the Argentine.

**CONTROLLING  
SMOKEHOUSE  
TEMPERATURE**



Reduces shrinkage...gives uniform quality...improves color...cuts cost

A simple, reliable, economical means of regulating smokehouse temperature... Bristol's Control is enabling packers not only to duplicate automatically, day after day, the exact temperature at which every lot of meat is to be smoked, but also to turn out a more salable product.

Under-smoking and over-smoking are eliminated. Shrinkage is reduced. Quality improved. Temperature is maintained at the proper point, with the result that there is no partially cooked meat, no broken down fats, no flabby, shrivelled, unsightly product.

Bristol's Automatic Temperature Controllers and Recording Thermometers will pay you a handsome return on your investment if you are interested in cutting costs, bettering your product quality, and increasing general plant efficiency. For more complete information, write for helpful bulletins. These describe Bristol's complete instrument line for the packing industry and will prove of value in improving your processing.

THE BRISTOL CO., WATERBURY, CONN.  
Branch Offices in Principal Cities

**PHOTO ABOVE SHOWS:** Bristol's Recording Thermometer, Model 240M. The fastest, most responsive thermometer obtainable. Furnished with Bristol's popular, vapor-filled thermo-sensitive helical measuring element,—recognized as the standard of industrial accuracy since 1892.

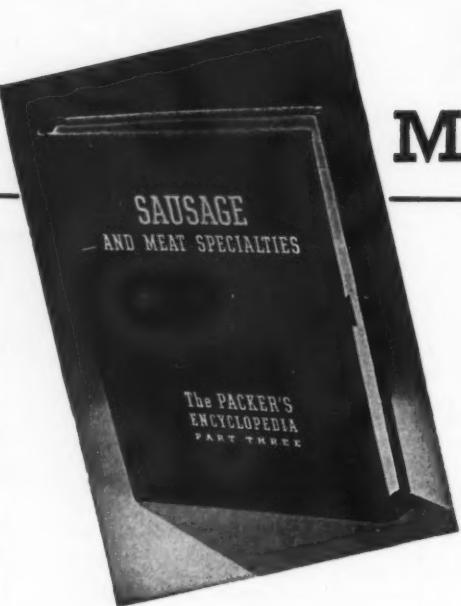
**WRITE FOR CATALOG C1251 AND C4050...**  
This Bristol's Thermometer Catalog is packed with valuable ideas on how to measure temperatures accurately. Write.



**BRISTOL'S**

THE TRADE MARK REG. U. S. PAT. OFFICE

# Is Cold Slowing Up Production In Your Sausage Manufacturing Room?



## SAUSAGE AND MEAT SPECIALTIES

has the following to say in connection with temperature and humidity in the Meat Cooler:

"Temperature in the sausage meat cooler should be from 35 to 38 degrees or higher depending on the rapidity with which the sausage maker wishes the meat to cure. Meat cures faster at higher temperatures but it deteriorates more rapidly as the low temperature check on bacterial growth is removed. A curing temperature of 38 degrees has been specified in formulas in this book.

"The percentage of relative humidity in this room is important only to the extent that it should not be so high that salt in the product will attract moisture from the air continuously. On the other hand, it should be high enough to avoid excessive shrinkage and drying out of exposed meat. Allowance can be made for such shrinkage in the amount of ice or water placed in the emulsion during processing of some types of sausage.

"A relative humidity of 80 to 85 per cent usually is found satisfactory in the sausage meat cooler."

Efficient temperature and humidity conditions are given for each department of the plant in the chapter on "Refrigeration and Air Conditioning."

Refrigeration is a decided advantage in keeping product in good condition while in the sausage manufacturing room. Dexterity of workers, however, in this room is of paramount importance and there is a limit to the amount of refrigeration which can be used without impairing their efficiency.

Time studies have established a minimum temperature at which workers in this department find no difficulty in maintaining a good speed of operations. At only 5 degrees below this point, complaints are marked and there is a noticeable reduction in output per worker.

"Sausage & Meat Specialties," The National Provisioner's new book, the first of its kind on these important subjects, contains an entire chapter on "Refrigeration and Air Conditioning" in which this important subject as well as other aids to more profitable operation are thoroughly covered.

Nineteen other chapters of "Sausage and Meat Specialties" highlight Plant Operations, Plant Layout, Sausage Trouble Shooting and Dry Sausage, and present the best of approved modern sausage practice, tested formulas for sausage and all types of specialty products.

The wide range of subjects covered in this new volume, the first of its kind, makes it an indispensable aid to every Sausage Manufacturer and Sausage Maker.

Get your order in now. One case of corrected trouble will more than repay its cost . . . \$5.00 postpaid.

**THE NATIONAL PROVISIONER**  
407 South Dearborn Street - Chicago, Illinois

# Practical Suggestions From Packaging Conference Talks

MONG the many authoritative papers presented at the Tenth Conference on Packaging, Packing and Shipping, sponsored by the American Management Association at the Hotel Astor, New York City, were several which contained information of particular interest to the meat packer—merchandising part of his product in tin, glass, or other types of containers.

THE NATIONAL PROVISIONER here-with presents excerpts from five of these papers, touching upon several of the principal problems involved in modern packaging procedure.

**FUNCTION OF MANAGEMENT IN PACKAGING.**—"In the late twenties and early thirties, management started to realize that packaging was not primarily an art or abstract science, but a tool of merchandising—a 'catalytic agent' which, if properly used, could be tremendously effective in aiding the sales process. The depression years, accompanied by more intensive competition for the consumer's favor, set the stage for the era of redesign and application of new materials to packaging....

"Industry has become packaging con-

sious, but this is not enough. Today the modern company needs someone who is conscious of all the different problems involved. The merchandising aspects, production requirements, legal restrictions, packing and shipping considerations, to say nothing of the needs of the retailers and consumers—these are all too highly diversified for any one individual to know all the answers....

"Packaging is a job for management. And the only way the job can be done properly is to assign it to a properly qualified member of the executive staff who can give all his time to this work.... There is no shortcut to success in this branch of merchandising. No outside agency can assume management's responsibility for the final selection of the materials, construction and design of an effective package...."—Alvin E. Dodd, president, American Management Association.

**LABELING CONTAINERS.**—"Just two points about labels. Grain direction is important. When the container surface is flat, grain direction doesn't make so much difference, but if the label is applied to a curved surface it

is very important that the grain direction run horizontally. Likewise, label surface should receive careful consideration. It should be neither blotter-like nor too highly calendered. It is essential that every manufacturer who wants an efficient labeling operation develop a sound program for selecting, mixing and applying adhesives...."—A. R. Keene, Pneumatic Scale Corp., Quincy, Mass.

**PACKAGE AS ADVERTISING MEDIUM.**—"Of all media used to convey ideas to the consumer, the message on the package is surest to reach her. Viewed in this light, the package is the best advertising medium a producer can have....

"What does the consumer want on the canned foods package? Not long ago, some of us in Cincinnati got together and decided we'd go direct to representative groups of consumers and get a first hand answer to that question.... The points they considered essential are:

- 1.—Brand name.
- 2.—Quantity statement, in terms of net weight in pounds and ounces; number of servings; number of pieces; size of can.
- 3.—Indication of grade and variety of the product.
- 4.—Accurate pictorial of the contents.
- 5.—Name of producer.

"We also had some questions designed to find out what women think of recipes

## GET READY NOW...for your LIVER SAUSAGE CAMPAIGN

Improve the flavor of your LIVER SAUSAGE with

FRANK'S MILWAUKEE BRAUNSCHWEIGER SEASONING

Sold Exclusively by

THE SAUSAGE MANUFACTURERS SUPPLY CO.

1230 N. Market St., Milwaukee, Wisconsin

A 10-lb.  
Sample Can  
Sent Prepaid  
\$3.50  
  
Write for  
Special  
Campaign  
Prices

For better-looking, faster-selling hams  
try CAHN STOCKINETTES!

You'll discover a profitable difference when you use CAHN Stockinettes. Better shaped, better colored hams definitely sell faster... speed up your sales with Stockinettes from CAHN!

*fred c. leahns*  
222 WEST ADAMS ST., CHICAGO, ILLINOIS  
Selling Agent: THE ADLER COMPANY, CINCINNATI



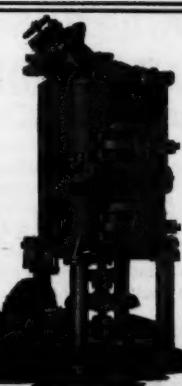
### LARD COOKER

Produces in one operation a refined lard, white, odorless, high smoke point, from all types of fat. Write for further information and catalogs.

The FRENCH OIL MILL  
MACHINERY CO.

Piqua

Ohio



on labels. The answers indicated a hearty and almost unanimous approval. Of the 693 women interviewed, 70 per cent had standard publishers' cookbooks; but 88 per cent had advertisers' recipe books—most of them more than one—which they had collected and saved.

"Other conclusions: Six out of ten women keep a recipe file; 53 per cent keep adding to their recipe files by clipping new recipes from newspapers and magazines (both articles and advertisements), from the radio, from labels and packages, and from advertising booklets and folders. . . ."—C. W. Browne, U. S. Printing & Litho-Graphing Co., Cincinnati, O.

**VALUE OF COLOR ON PACKAGES.**—"Today, we recognize color as fully three-fourths of the value of the appearance factor of a package. As a result, modern packaging success largely rests upon the discriminating choice and use of color. . . . Color is important because it commands attention, convinces, promotes prestige, adds interest, pictures the merchandise exactly, enables the package to dominate the shelf, speaks a universal language, has direct appeal, is emotional and, properly applied, sells plenty of packages. . . ."—Howard Ketcham, color and design engineer, New York.

**EIGHTEEN BASIC PACKAGING COLORS.**—"I find that the average person can name only about 30 or 35 colors in a period of five minutes. And



#### REFLECTS MODERN TREND

This colorful new wrapper for Bohack's Tender-Loin Butt is printed in red, white and blue on amber transparent cellulose. Menu suggestions and other helpful information are provided on the wrapper.

even more significant is the fact that out of these, only about 18 can be unmistakably identified by name. And here they are: red, orange, yellow, green, blue, purple, white, gray, black, cream or ivory, pink, lavender, flesh, maroon, brown, tan, gold, silver; these are colors people can name. Surely in package or product design, we do not

mean to use any element that may not be readily identified.

"If a package or product is to be sold successfully, its color must be such as to strike home and be unique, both as a visual sensation and as a describable thing. The scarcity of color terms is clear proof that few colors—not many colors—are effective. . . . To give people what they want, you must show them what they understand. . . ."—Faber Birren, color engineer, New York.

#### LIBBY MAKES A PROFIT

Libby, McNeill & Libby, Chicago, reports profits of \$3,782,236.86, equal to \$1.04 per share, for the fiscal year ended March 2, 1940, as compared to a loss of \$3,354,276.59 for the previous year. In his annual report to the company's shareholders, Edward G. McDougall, president, pointed out that the profit resulted from generally improved business conditions, in combination with strong markets and a conservative business policy.

The company's sales for the year, amounting to \$73,080,185.38, showed an increase of about 10 per cent over the previous year. In addition to the consolidated balance sheet of the company and its subsidiaries, the annual report includes information on the company's employee relations, management changes, research, etc., as well as a history of the 72-year-old organization.

## CAN YOU GUARANTEE YOUR FLAVOR?

Oscar Mayer is nationally famous for fine flavored hams and bacons. They protect that reputation by using DoleCo Hold-over Plates in their new delivery units.

DoleCo Hold-over Plates provide ample refrigeration to protect and conserve flavor under any climatic conditions.

Complete "Hold-over" offers the cheapest as well as best form of transport refrigeration known.

Write us for details or consult a first class body builder.

**DOLE REFRIGERATING COMPANY**  
5914 N. PULASKI ROAD - CHICAGO, ILLINOIS



Body By  
General Body Co., Chicago

## CONFIDENTIAL SERVICE FOR THE MEAT PACKING TRADE

We like to have our customers think of us as they think of their attorney or accountant—as an integral part of their business. We take pride in the fact that we are entrusted with the preparation of the carefully guarded seasoning formulas which so vitally affect the success of meat specialties. Why not benefit by our wide experience and the fact that we have access to the world's finest natural spices. Write us!



**H. J. MAYER & SONS CO.**  
6819-27 SOUTH ASHLAND AVENUE • CHICAGO, ILLINOIS

**F.C. ROGERS CO.**  
NINTH AND NOBLE STREETS  
PHILADELPHIA  
**BROKER**  
**PACKINGHOUSE**  
**PRODUCTS**

HARRY K. LAX, General Manager

*Member of New York Produce Exchange  
and Philadelphia Commercial Exchange*

## TRADE MARKS

**Applications Recently Filed  
With the Patent Office**

Dietrich & Cambrill, Inc., Frederick, Md.—For dog food. Trade mark: BIS-KIBS. Claims use since December 1938. Application serial No. 427,366.

Oscar Mayer and Co., Chicago, Ill.—For a colored stripe or band applied longitudinally to the casing of meats, particularly sausage. Six trade-marks to protect the use of as many colors. Application serial No. 425,005 for a silver colored stripe. Claims use since September 19, 1939. Application serial No. 425,745, for a black stripe. Claims use since September 6, 1939. Application serial No. 425,746, for a blue stripe. Claims use since September 6, 1939. Application serial No. 425,747, for a gold stripe. Claims use since September 6, 1939. Application serial No. 425,748, for a green stripe. Claims use since September 6, 1939. Application serial No. 425,750, for a white stripe. Claims use since September 6, 1939.

F. Watkins Proprietary Limited, Melbourne, Australia—For sausages and minced meat. Trade-mark: BEETIS. Claims use since May, 1937. Application serial No. 426,041.

Oppenheimer Casing Co., Chicago, Ill.—For food product consisting of combination of cooked meat and cheese. Trade-mark: CHEESEFURTER. Claims use since December 5, 1939. Application serial No. 426,375.

### WILSIL, LTD., HAS GOOD YEAR

MONTREAL.—Reflecting a favorable year, the annual report of Wilsil, Ltd., for the 52 weeks ended December 30, 1939, shows consolidated earnings at a new high and an increase in net working capital.

Consolidated operating profit was \$402,629 as compared with \$317,221 in the preceding year. After depreciation and provision for income taxes, there was a net profit of \$299,837 compared with \$232,189 in 1938. Dividend payments amounted to \$135,700, or \$1 a share, compared with \$81,420, or 60 cents a share, for the 1938 fiscal year.

After deducting dividends, there was a balance of \$164,137 to be added to earned surplus, bringing the total to \$1,049,170. Consolidated balance sheet of December 30, 1939, shows current assets of \$1,672,612 and current liabilities of \$229,707, a ratio of 7.28 to 1. Net working capital shows an increase of \$218,576 in comparison with a total of \$1,224,329 on December 31, 1938, when current assets were \$1,378,051 and current liabilities were \$153,722.

In presenting the report, James A. Law, president, states that proper provision has been made for depreciation for the year and the company's plants have been maintained in first-class operating condition.

## JOURDAN

Cooks your Sausage

THE MODERN WAY!

The most modern, up-to-the-minute sausage-cooking methods known to the industry are incorporated in the new JOURDAN Process Cooker... at no extra cost! JOURDAN'S patented circulating, percolating cooking action is your guarantee of exclusive results. A superior product in every respect, substantial savings in shrink, more economical operation and speedier production are all yours with a JOURDAN. Protect your sausage investment by switching now from the obsolete steam box or cooking vat to the modern JOURDAN Process Cooker with full automatic control! We invite your inquiries... there is no obligation.



Manufactured under the following patents: No. 1,690,449 dated Nov. 6, 1928 and No. 1,921,231 dated Aug. 8, 1933. Other Patents Pending.

## JOURDAN PROCESS COOKER CO.

814-832 West 20th Street • Chicago, Illinois  
Western Office: 3223 San Leandro Street, Oakland, California

## REDUCE POWER COSTS WITH BAKER SHELL AND TUBE CONDENSERS

THE advanced engineering design of the BAKER Shell and Tube Condenser provides maximum efficiency in operation at lower condensing pressures. Substantial savings in power costs are the result.

Only the highest quality materials and workmanship are employed and every condenser is thoroughly tested before



shipment. The water pass division is integrally cast and the tube sheet multi-grooved to insure perfect tube expansion. Code welded as required. Condensers are furnished in either horizontal multipass or vertical type, in sizes to fit any specification. Write today for complete information.



**BAKER**  
ICE MACHINE CO., INC.

AUTHORITY ON MECHANICAL COOLING FOR 35 YEARS

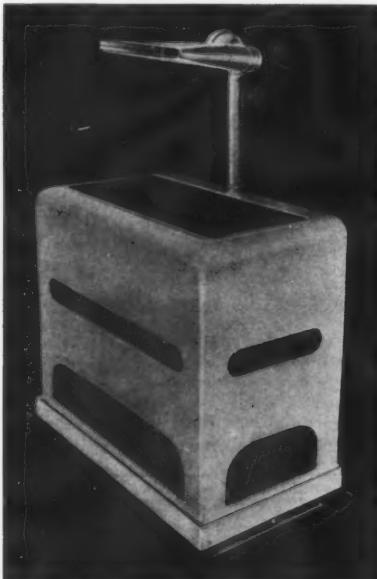
1514 EVANS ST., OMAHA, NEBR.

SALES AND SERVICE IN  
ALL PRINCIPAL CITIES

# NEW EQUIPMENT and Supplies

## TRUCK COOLING UNIT

Important improvements have recently been made in the popular Air Induction Ice Bunker. This unit employs water ice as the refrigerating medium, cooling by removing warm air from upper part of truck body, circulating it



over large blocks of ice and discharging it near floor line.

Outside casing in 1940 models is constructed of 14 gauge sheet iron, claimed to be almost indestructible because of protective treatment. Drip pan is made of the same material. Casing is rust-proofed and finished in baked crackle enamel and drip pan and ice chambers are double galvanized.

Unit presents a clean-cut appearance. There are no sharp corners, exposed brackets, braces or framework. Drip pan drains toward center and is provided with a  $\frac{1}{2}$ -in. copper and aluminum pipe through which water is carried outside truck. Sides of drain pan are  $3\frac{1}{2}$  in. high and it extends beyond casing on all sides to catch condensation drip. No moisture from unit can reach the truck floor. Facilities have been provided for cleaning drain pan and pipe.

Unit is portable and can be installed in a truck or removed easily without damage to the truck body. Perforated rather than expanded metal is used for the ice basket. The new construction allows meltage to drain freely into pan.

A filter for all air circulated in the body is a new idea in truck refrigerating equipment. This filter, located in air intake nozzle, is of copper waste impregnated with oil. It picks up and re-

tains all dust, dirt and insects which may enter the body when doors are opened and enables the packer or sausage manufacturer to deliver products as clean and wholesome as when they were removed from the storage cooler.

The new unit, the manufacturers claim, will maintain a uniform constant temperature of from 42 to 45 degs. F. in any well-constructed and adequately-insulated truck body. Unit is made by Air Induction Ice Bunker Corp., 68 Hudson st., Hoboken, N. J.

## COLD STORAGE DOOR HINGE

A new development in cold storage door hinge design—the Jamison Adjustoflex—has been announced by the Jamison Cold Storage Door Co., Hagerstown, Md. Mechanical advantages of the new hinge are the combination of spring tension regulation, with self-adjustment in normal door operation, and exceptionally rugged construction. Visual advantages are graceful streamlines.

Principal parts of the Adjustoflex are blade, hinge butt, and adjusting link. A strong conical spring is located between blade and adjusting link. This forces the door inward when the door is closed, making a tight gasket seal. If gaskets do not seal properly, pressure may be increased or decreased by loosening or tightening adjusting screw.

Spring is an independent member, separate from the hinge proper, and does not carry weight of door. Its sole function is to apply proper tension for a tight gasket seal. Spring is easily replaced.

The design of the Adjustoflex, with its blade lying close to the face of the panel, allows for a low, compact hinge butt, greatly reducing the door's radius of swing. This is an important feature where the door must swing into a small room or a narrow vestibule.

All of the new hinges have ball bearings, contributing to smoothness and ease of operation. Strength and long life are assured by rugged construction, large hinge pins and ample bearing surfaces. They are made in several sizes, the number and size used depending on size and weight of door. The hinge extends well across the front panel.

## PACKERS' PROBLEMS STUDIED

Annual spring technical sales conference of the Northeastern and Philadelphia divisions of Oakite Products, Inc., held last month in New York City, reviewed several new and improved cleaning materials designed to meet an extensive range of sanitation and maintenance cleaning problems faced by meat packing and sausage manufacturing plants. Attending the two-day session were over 40 Oakite field service representatives and members of the company's technical and service staffs.

A recent development of particular interest to meat packers is the Oakite solution-lifting steam gun, especially designed for cleaning smokehouse walls and floors and cleaning large equipment. Among other subjects discussed at the meeting were the safe cleaning of aluminum and galvanized equipment, cleaning and deodorizing meat truck interiors and controlling mold growth in meat cooling, sausage drying and bacon slicing rooms.

## STERILAMP FIXTURE

A fixture for the 30-in. Sterilamp, designed for use in locations where widespread, bacteria-killing ultra-violet radiation is desired, has been announced by the Westinghouse Lamp Division. It operates on 110-120 volt, 60-cycle alternating current.

The fixture is constructed of Alzac finish aluminum, which has a hard, highly reflective surface. Because the finish is corrosion resistant, it can be used in coolers and other places of high humidity. A transformer in a box  $7 \times 3\frac{3}{4}$  in. and less than 3 in. high, is placed at one end of the fixture. Sockets are black porcelain.

The new fixture incorporates two special safety features. The socket must be placed in its forward, or operating position, to establish contact with the lamp before the cover can be replaced on the transformer box. A switch in the box has a contact piece attached to the cover. When the cover is off, the switch is open and no current can flow through the transformer; the switch is closed and the lamp will light when the cover is replaced.



NEW FIXTURE FOR 30-INCH WESTINGHOUSE STERILAMPS

## MONEY SAVING NEWS FOR PACKING PLANTS

### CHECK MOLD THIS PROVED WAY

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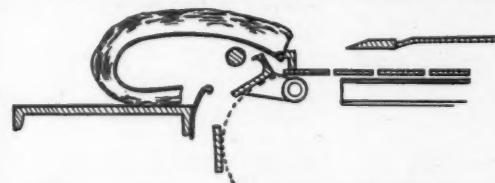
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# LIVESTOCK MARKETS

## *Weekly Review*

### Tovrea Acquires a 275,000-Acre Ranch

PHIL TOVREA, president of Tovrea Packing Co., Phoenix, Ariz., has purchased the famous Double O ranch



PHIL TOVREA

Tovrea, "because we need additional facilities of this nature to aid us in the mechanics of supplying the ever-growing demand for our meat products in a sales territory that is constantly increasing in area. We plan to stock the ranch with calves and yearlings. We will keep this stock on the ranch until it is ready to be shipped to our Valley feed lots."

Completely fenced and cross-fenced, the Double O ranch will carry 7,000 head of cattle in normal years. Its northern boundary is the Santa Fe railroad from Seligman to Pica. Headwaters of the Verde river rise on the property. Mr. Tovrea plans to retain the Double O brand and make extensive improvements on the ranch houses. Jeff Nard, former superintendent of the Tovrea company's Valley conditioning ranches, has been named foreman.

The Tovrea Packing Co., which observed its golden anniversary last year,

owns and operates six large hay ranches in the Valley of the Sun. They are used for farming, livestock feeds, and for pasturing range cattle for conditioning before they are moved into the feed lots. The company's pen-feeding system can handle 25,000 head of cattle and 20,000 lambs at one time.

### MORE CATTLE ON FEED

Number of cattle on feed in the 11 Corn Belt states on April 1 was about 2 per cent larger than a year earlier, the Agricultural Marketing Service reported today. The number on feed April 1 was the largest for that date in the last four years, but was smaller than for most years prior to 1934.

The percentage changes from a year earlier varied considerably by states. Decreases occurred in three states and increases in six states, and no change was noted in two states. There was an increase of about 5 per cent in the Eastern Corn Belt, with the total on feed in that area at the highest level for April 1 in recent years. Although the number in the Western Corn Belt was 1 per cent larger than a year ago, the total in that area was still considerably smaller than before 1934.

Number of cattle on feed in Corn Belt states on January 1 was estimated as 12 per cent larger than a year earlier compared with an increase of only 2 per cent on April 1. Marketings of fed cattle during the three months, January to March this year, have been materially larger than during the same period in 1939. Because of much less favorable returns from cattle feeding, fewer cattle have been put on feed during this period than last year. In January, cattle feeders' reports indicated that they expected to market a larger proportion of their cattle before May 1 than they did a year earlier.

### LAMB PROSPECTS BETTER

Development of the early lamb crop during March was above average and much better than during the unfavorable March of last year, the Agricultural Marketing Service reports. Considerable variation was noted in conditions in different areas, ranging from exceptionally good in the Pacific coast states to only fair in the Southeastern states.

Abundance of feed in California is encouraging the holding of early lambs so they can be fed to maximum weights. Lateness of pastures and slow development of early lambs in the Southeastern states will delay marketings from that area. April marketings will probably be relatively small, and much smaller than last year, but the movement in May and June will be large. Likewise, heavy marketing of both early lambs and of yearling lambs from Texas is expected in these months.

### SLAUGHTER BY STATIONS

Livestock slaughter under federal inspection during March, by stations:

	Cattle	Calves	Hogs	Lambs
Chicago <sup>1</sup> ..	102,737	81,105	194,508	449,522
Denver ...	7,886	1,620	24,609	23,524
Kansas				
City ...	39,608	17,481	82,474	122,807
New York <sup>2</sup>	36,724	54,983	210,880	203,964
Omaha ...	53,868	4,389	92,606	156,000
St. Louis <sup>3</sup>	39,867	26,778	34,447	254,242
Sioux City.	27,048	871	40,989	152,256
So. St.				
Paul <sup>4</sup> ..	61,063	43,656	36,411	276,616
All other stations.	352,365	269,196	539,579	2,341,184
Total:				
Mar. 1940. 721,163	459,979	1,265,590	3,981,165	
Mar. 1939. 773,801	478,416	1,473,069	3,229,139	
9 mos. ended				
Mar. 1940. 7,252,778	3,805,603	13,100,708	35,287,331	
9 mos. ended				
Mar. 1939. 7,271,912	8,968,788	13,486,347	29,124,563	

<sup>1</sup>Includes Elburn, Ill. <sup>2</sup>Includes Jersey City and Newark, N. J. <sup>3</sup>Includes National Stock Yards and East St. Louis, Ill. <sup>4</sup>Includes Newport and St. Paul, Minn.

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**DUNHAM AND MURPHY**

Hog Buyers

St. Louis National Stock Yards

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## CORN BELT DIRECT TRADING

(Reported by U. S. Department of Agriculture, Agricultural Marketing Service.)

Des Moines, Ia., April 18, 1940.—At 16 concentration points and 10 packing plants in Iowa and Minnesota hogs were generally 15c to mostly 20c higher; moderate to fairly active at advance. Present indications are that loading is very slow, probably about half the 34,900 of a week ago.

Good to choice, 180-240-lb., \$5.25@ 5.60; bulk at plants, 220-240-lb., \$5.45@ 5.60; at yards, \$5.35@ 5.45; 240-270-lb., \$5.35@ 5.50; 270-300-lb., \$5.20@ 5.40; 300-330-lb., \$5.05@ 5.25; 330-360-lb., \$4.80@ 5.10. Good to choice, 160-180-lb., \$5.05@ 5.45; sows 330-lb. down, \$4.55@ 4.85; mostly \$4.60@ 4.75 at plants; 330-400-lb., \$4.40@ 4.75; 400-500-lb., \$4.30@ 4.60.

Receipts of hogs at Corn Belt markets for week which ended with April 18, 1940:

	This week	Last week
Friday, Apr. 12	34,900	31,000
Saturday, Apr. 13	34,700	24,000
Monday, Apr. 15	34,400	44,000
Tuesday, Apr. 16	14,700	30,000
Wednesday, Apr. 17	16,600	35,500
Thursday, Apr. 18	21,700	24,500

## NEW YORK LIVESTOCK

April 18, 1940

### CATTLE:

Steers, medium and good, 1,363-1,867-lb.	\$ 9.85
Steers, medium	9.00@ 9.35
Cows, medium	5.75@ 6.25n
Cows, cutter and common	5.00@ 6.00
Cows, canner	4.00@ 4.75
Bulls, good	7.00@ 7.75
Bulls, medium	6.50@ 6.75

### CALVES:

Vealers, good and choice	\$9.50@ 12.50
Vealers, common and medium	7.50@ 8.50

### HOGS:

Hogs, good and choice, 180-200-lb.	\$5.90
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### LAMBS:

Lambs, good, 90-95-lb.	\$10.25
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Receipts of salable livestock at Jersey City public market, week of April 13:

	Cattle	Calves	Hogs	Sheep
Salable receipts	1,741	391	411	1
Total, with directs	6,231	9,617	30,616	43,628

Previous week:

Salable receipts	1,806	834	395	6
Total, with directs	6,031	10,225	26,000	31,713

\*Including hogs at 41st street.

## MORE HOGS IN GERMANY

Hog numbers in Greater Germany, according to a census taken in December, 1939, totaled 28,613,000 head. There were 24,830,000 hogs in the old Reich alone, a figure exceeded only in the December, 1936 census. German experts state that this hog population is large enough to supply an adequate rationed meat supply in 1940. About 65 per cent of Germany's meat requirements are filled with pork and at least one-third of its edible fat comes from hogs.

Germany has increased its potential pork supply through seizure of Denmark, although future shortage of feed may cut Denmark's production somewhat.

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, April 18, 1940, as reported by U. S. Department of Agriculture, Agricultural Marketing Service.

Hogs (soft & oily not quoted). CHICAGO NAT. STK. YDS. OMAHA KANS. CITY ST. PAUL

### BARROWS AND GILTS:

Good-choice:								
120-140 lbs.	\$ 4.65@	5.25	\$ 4.80@	5.25	\$ 4.75@	5.25	\$ 4.75@	5.30
140-160 lbs.	5.35@	5.75	5.20@	5.65	5.25@	5.75	5.00@	5.80
160-180 lbs.	5.50@	5.80	5.55@	5.90	5.50@	5.85	5.25@	6.00
180-200 lbs.	5.65@	5.85	5.80@	6.00	5.70@	5.90	5.50@	6.00
200-220 lbs.	5.70@	5.90	5.80@	6.00	5.75@	5.90	5.70@	5.85
220-240 lbs.	5.70@	5.90	5.80@	6.00	5.75@	5.90	5.70@	5.90
240-270 lbs.	5.65@	5.85	5.55@	5.80	5.60@	5.85	5.65@	5.85
270-300 lbs.	5.55@	5.80	5.40@	5.60	5.70@	5.75	5.50@	5.80
300-330 lbs.	5.40@	5.75	5.30@	5.45	5.70@	5.75	5.40@	5.65
330-360 lbs.	5.35@	5.65	5.25@	5.85	5.65@	5.75	5.25@	5.50

### Medium:

160-220 lbs.	4.80@	5.65	5.25@	5.75	5.10@	5.75	5.15@	5.90
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### SOWS:

Good and choice								
270-300 lbs.	5.10@	5.25	5.05@	5.15	5.25@	5.50	4.85@	5.00
300-330 lbs.	5.00@	5.15	5.00@	5.10	5.25@	5.50	4.75@	4.90
330-360 lbs.	4.90@	5.10	4.95@	5.05	5.15@	5.50	4.70@	4.85

### Good:

360-400 lbs.	4.85@	5.00	4.85@	5.00	5.10@	5.40	4.85@	4.80
400-450 lbs.	4.75@	4.90	4.80@	4.90	5.10@	5.35	4.60@	4.75
450-500 lbs.	4.65@	4.85	4.65@	4.85	5.00@	5.25	4.50@	4.65

### Medium:

250-300 lbs.	4.25@	4.75	4.50@	5.00	4.75@	5.00	4.40@	4.85
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### PIGS (Slaughter):

Med. & good, 90-120 lbs.	3.40@	4.00	4.00@	4.85	.....	.....	4.35@	5.00
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### Slaughter Cattle, Veal and Calves:

#### STEERS, choice:

750-900 lbs.	11.00@	12.25	10.50@	11.50	10.25@	11.50	10.00@	10.75
900-1100 lbs.	11.25@	12.50	10.50@	11.75	10.50@	11.75	10.00@	11.00
1100-1300 lbs.	11.50@	12.75	10.50@	11.50	10.50@	11.75	10.00@	11.00

#### STEERS, good:

750-900 lbs.	9.75@	11.00	9.00@	10.50	9.50@	10.50	9.00@	10.25
900-1100 lbs.	9.75@	11.25	9.00@	10.50	9.50@	10.50	9.25@	10.00
1100-1300 lbs.	9.75@	11.50	9.00@	10.50	9.50@	10.50	9.25@	10.00

#### STEERS, medium:

750-1100 lbs.	8.50@	9.75	8.00@	9.00	8.25@	9.50	8.25@	9.25
1100-1300 lbs.	8.50@	9.75	8.00@	9.00	8.25@	9.50	8.25@	9.25

#### STEERS, common:

750-1100 lbs.	7.50@	8.50	7.25@	8.00	6.75@	8.25	7.25@	8.25
1100-1300 lbs.	7.50@	8.50	7.25@	8.00	6.75@	8.25	7.25@	8.25

#### COWS, all weights:

Good	7.25@	8.00	7.00@	7.75	6.75@	7.25	6.75@	7.50
Medium	6.50@	7.25	6.50@	7.00	6.00@	6.75	6.00@	6.50
Cutter and common	5.25@	6.50	5.50@	6.50	5.00@	6.00	4.75@	6.00
Canner	4.25@	5.25	4.25@	5.50	4.50@	5.00	3.50@	4.75

#### BULLS (Ygns. Excl.), all weights:

Beef, good	6.50@	7.00	6.75@	7.25	6.25@	6.75	6.65@	7.00
Sausage, good	6.75@	7.15	6.50@	7.00	6.50@	6.75	6.50@	6.75
Sausage, medium	6.50@	6.75	6.00@	6.50	6.00@	6.50	5.75@	6.50
Sausage, cutter & common	6.00@	6.50	5.25@	6.00	5.25@	6.00	5.00@	5.75

#### VEALERS, all weights:

Good and choice	10.00@	11.50	10.25@	11.50	8.50@	10.00	8.50@	10.50
Common and medium	7.00@	10.00	8.00@	10.25	6.50@	8.50	6.50@	8.50
Cull	6.00@	7.00	5.50@	8.00	5.00@	6.50	5.50@	6.50

#### CALVES, 400 lbs. down:

Good and choice	8.00@	9.00	7.50@	8.00	7.00@	8.50	7.50@	9.00
Common and medium	6.00@	8.00	6.00@	7.50	6.00@	7.00	6.00@	7.50
Cull	5.00@	6.00	5.00@	6.00	5.00@	6.00	5.00@	6.00

#### Slaughter Lambs and Sheep:

Choice (closely sorted)	10.50@	11.00	10.50@	11.00	10.50@	10.75	10.
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## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, April 13, 1940, as reported to The National Provisioner:

### CHICAGO

Armour and Company, 5,239 hogs; Swift & Company, 3,166 hogs; Wilson & Co., 5,839 hogs; Western Packing Co., Inc., 2,537 hogs; Agar Packing Co., 5,736 hogs; shippers, 24,829 hogs; others, 20,282 hogs.

Total: 36,868 cattle; 3,557 calves; 76,626 hogs; 52,184 sheep.

### KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,240	355	2,812	5,030
Cudahy Pkg. Co.	1,420	383	1,284	5,504
Swift & Company	1,210	439	1,735	5,120
Wilson & Co.	1,461	251	1,316	4,111
Ind. Pkg. Co.	—	300	—	—
Kornblum Pkg. Co.	1,039	—	—	—
Others	1,793	143	3,911	8,039
Total	9,163	1,571	11,358	27,804

### OMAHA

	Cattle and Calves	Hogs	Sheep
Armour and Company	4,332	6,716	6,201
Cudahy Pkg. Co.	3,832	4,448	6,676
Swift & Company	3,422	3,944	4,421
Wilson & Co.	1,495	3,171	2,103
Others	—	8,274	—
Cattle and calves: Eagle Pkg. Co., 18; Greater Omaha Pkg. Co., 113; Geo. Hoffmann, 52; Lewis Pkg. Co., 562; Nebraska Beef Co., 539; Omaha Pkg. Co., 74; John Roth, 121; South Omaha Pkg. Co., 215; Lincoln Pkg. Co., 371.	—	—	—
Total: 15,146 cattle and calves; 26,553 hogs; 19,401 sheep.	—	—	—

### EAST ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,646	1,365	7,372	2,027
Swift & Company	2,555	1,389	7,204	1,936
Ind. Pkg. Co.	1,608	79	4,494	278
Hill Pkg. Co.	—	—	2,776	—
Krey Pkg. Co.	—	—	7,011	—
Laclede Pkg. Co.	—	—	3,308	—
Sieloff Pkg. Co.	—	—	1,417	—
Shippers	2,928	1,891	19,585	—
Others	2,982	195	2,706	308
Total	12,719	4,919	55,873	4,639
Not including 1,145 cattle, 2,770 calves, 45,477 hogs, and 1,286 sheep bought direct.	—	—	—	—

### ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift & Company	1,536	361	6,927	10,834
Armour and Company	1,779	357	6,344	7,047
Others	903	6	756	9,366
Total	4,308	754	14,027	27,247

### SIOUX CITY

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	2,469	59	7,604	3,113
Armour and Company	2,573	42	8,001	2,380
Swift & Company	2,367	56	4,643	1,911
Others	233	25	90	—
Shippers	3,281	19	6,316	710
Total	10,928	201	26,654	8,114

### OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour and Company	1,074	263	1,904	627
Wilson & Co.	912	391	1,941	579
Others	225	13	1,939	—
Total	2,211	667	5,784	1,206
Not including 53 cattle and 869 hogs bought direct.	—	—	—	—

### DENVER

	Cattle	Calves	Hogs	Sheep
Armour and Company	1,069	82	2,020	7,753
Swift & Company	886	103	2,030	7,445
Cudahy Pkg. Co.	795	70	1,401	2,209
Others	1,856	259	1,814	11,126
Total	4,606	514	7,265	28,531

### ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour and Company	3,262	2,817	24,527	2,235
Swift & Company	6,021	3,830	21,474	3,522
Birkfink Pkg. Co.	664	31	—	—
United Pak. Co.	2,310	196	—	—
Cudahy Pkg. Co.	651	189	—	—
Others	2,580	2,307	—	—
Total	15,488	9,370	46,001	5,857

### FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour and Company	1,772	326	2,753	6,836
Swift & Company	1,633	318	1,211	7,129
Blue Bonnet Pkg. Co.	159	32	765	102
City Pak. Co.	1	1	700	—
Rosenthal Pkg. Co.	46	2	37	1
Total	3,611	679	5,526	14,068

## WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	730	489	2,398	4,099
Dold Pkg. Co.	234	66	958	20
Wichita D. B. Co.	14	—	—	—
Dunz-Ostertag	53	—	350	—
Ford W. Pkg. Co.	19	—	435	1
Pioneer Pkg. Co.	24	—	397	—
Interstate Pkg. Co.	189	—	107	—
Keefe Pkg. Co.	64	—	—	—
Total	1,461	555	4,595	4,120
Not including 128 cattle and 2,772 hogs bought direct.	—	—	—	—

## INDIANAPOLIS

	Cattle	Calves	Hogs	Sheep
Kingan & Co.	1,848	585	21,206	1,224
Armour and Company	1,042	144	2,119	—
Hilgemeter Bros.	10	—	1,200	—
St. Paul Pkg. Co.	—	—	1,47	—
Meyer Pkg. Co.	69	5	232	—
Stark & Wetzel	97	24	450	—
Wabnitz & Deters	40	44	343	11
Maas-Hartman Co.	29	38	—	—
Shipper	3,175	1,855	21,547	2,875
Others	748	90	228	21
Total	7,053	2,785	47,522	3,631

## CINCINNATI

	Cattle	Calves	Hogs	Sheep
S. W. Gall's Sons	—	8	—	128
E. Kahn's Sons Co.	601	461	11,218	190
Lohrey Packing Co.	2	—	287	—
H. H. Meyer Pkg. Co.	11	185	5,067	21
J. Schlaeter's Sons	111	—	—	—
J. F. Stegner P. Co.	18	—	3,350	—
Shipper	260	90	2,958	—
Others	1,302	691	802	145
Total	2,693	1,748	23,682	484
Not including 1,133 cattle, 6,225 hogs and 675 sheep bought direct.	—	—	—	—

## RECAPITULATION\*

### CATTLE

	Week ended	Prev. week	Cor. week
Chicago	36,368	31,103	36,516
Kansas City	9,163	9,206	10,521
Omaha	11,146	12,206	11,736
East St. Louis	4,308	12,436	4,437
St. Joseph	12,719	12,722	4,018
Sioux City	10,928	8,886	9,282
Oklahoma City	2,111	2,191	3,070
Wichita	1,461	1,571	2,018
Denver	4,606	3,933	4,518
St. Paul	4,022	13,522	13,362
Indianapolis	7,053	6,189	5,914
Cincinnati	2,693	2,385	2,312
Ft. Worth	3,611	3,138	4,176
Total	126,426	115,797	123,700

### HOGS

	Chicago	Kansas City	Omaha	East St. Louis	St. Joseph	Sioux City	Oklahoma City	Wichita	Denver	St. Paul	Indianapolis	Cincinnati	Ft. Worth
Chicago	52,184	49,767	58,792	—	—	—	—	—	—	—	—	—	—
Kansas City	27,804	26,181	23,931	—	—	—	—	—	—	—	—	—	—
Omaha	19,401	20,760	22,490	—	—	—	—	—	—	—	—	—	—
East St. Louis	27,247	6,881	6,565	—	—	—	—	—	—	—	—	—	—
St. Joseph	4,639	23,455	22,374	—	—	—	—	—	—	—	—	—	—
Sioux City	8,114	8,722	9,316	—	—	—	—	—	—	—	—	—	—
Oklahoma City	1,206	2,065	2,193	—	—	—	—	—	—	—	—	—	—
Wichita	4,120	4,473	3,449	—	—	—	—	—	—	—	—	—	—
Denver	28,154	38,944	36,057	—	—	—	—	—	—	—	—	—	—
St. Paul	5,857	6,046	3,818	—	—	—	—	—	—	—	—	—	—
Indianapolis	3,631	2,565	3,939	—	—	—	—	—	—	—	—	—	—
Cincinnati	1,748	1,181	787	—	—	—	—	—	—	—	—	—	—
Ft. Worth	14,068	14,808	13,591	—	—	—	—	—	—	—	—	—	—
Total	199,573	206,893	202,862	—	—	—	—	—	—	—	—	—	—

\*Cattle and calves.

†Not including directs.

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## Position Wanted

### Salesman and Demonstrator

Experienced salesman and demonstrator, well acquainted from Denver to Pacific Coast, desires change. Is now employed, calling on packers and meat-makers, handling supplies, spices, machinery and equipment. Write Box W-861, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Glue and Gelatin Salesman

Representation offered to manufacturer by experienced, technically trained man. Actively engaged for 30 years. Protestant. Box W-866, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Assistant Superintendent

Young man with several years packing experience, desires connection with progressive packer. Interested in processing, manufacturing; would like work as assistant to superintendent. Experienced in plant departmental accounting, yields, and control of all operations. Can furnish reference as to ability, initiative, character. Marriage Age 22. Employed. Replies confidential. Box W-867, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Packing House Man

Married man with 20 years experience in both large and small packing houses as gang foreman, foreman, etc., desires position. Would locate anywhere. Can furnish good references. Write Box W-870, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Experienced Man

Man experienced in manufacture of meat products, slaughtering cattle, hogs, lambs and calves, in charge of beef killing floor for 3 years, will locate anywhere for good connection, but prefers small plant. Can furnish good references. Box W-872, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Sausage Maker

Sausage maker with many years experience would like position. Qualified to serve as foreman. Good references. Write Box W-873, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## Men Wanted

### Purchasing Agent

Wanted: Man with purchasing experience buying edible offal. State age, experience, salary expected. Write Box W-864, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Sausage Foreman

Experienced man for Eastern plant, specializing in sausage products and smoked meats. Must have actual experience as sausage maker. Finest possible surroundings, in new modern plant of large capacity. Excellent opportunity for man capable of assuming full charge. State age, experience, references, salary expected. Answer in own handwriting. Replies confidential. Box W-869, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## Business Opportunities

### Wanted to Lease

Young man, married, well educated, with wide packinghouse experience, all departments, i. e. killing, cutting, curing, sausage, stores, orders, delivery, lard, by-products, maintenance, supervision, etc. wishes to take over on a lease agreement basis, with view to later purchase, a small sausage or packing plant now in operation. Would prefer plant conducting complete operations. Smaller plant must have space available for later installation of slaughtering equipment. Excellent opportunity for an estate with a plant to offer or a partnership wishing to dissolve. Write Box W-840, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill., or write THE NATIONAL PROVISIONER direct for further information.

### Sausage Mfg. Plant

Small, wholesale sausage manufacturing company, fully equipped. Manufacturing medium grade of sausage. Steady and reliable trade. Owner wishes to sell because of ill health. Box W-871, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## Equipment for Sale

### Rendering Equipment Offerings

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#### Sausage and Meat Equipment

5—Ice Breakers and Crushers.  
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2-Grinders, No. 156 and No. 52.  
2-Meat Mixers, 35 gal. and 1000-lb.  
1-Brech 18" Filter Press.

1-Hand Operated Fat Cutter.

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## Equipment Wanted

### Packing Equipment Wanted

Wanted for user: 2—50 and 100 lb. Silent Cutters; 2—50 and 100 lb. Stuffers; 2—100 and 200 lb. Mixers; 3—Grinders; Filter Press, Lard Cooling Roll. W-718, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Equipment Wanted

Hydraulic curb press, 500 ton or larger; give make, age and price in first letter. Write Box W-868, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.



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# 'Ay, Mon, She's Braw an' Thr-r-ifty, Too!"

I am at breakfast, when there is a bold step on the porch and a knock at the door. I open it and there is none other than my Scotch friend, Donald MacMurdoch.

"Oliver," he says, stamping his feet, "I've gone and done it!"

"Done what, Donald?"

"Why, mon, I've pur-r-rchased m'sel a new truck," he said with a burr so thick it stuck on his tongue. And not bein' able to resist pullin' his leg a little, I come back at him.

"Are you feelin' all right, Donald?" I asks. "You wouldn't be spendin' good money for a new truck when the old one could carry all the laundry in town, would you?"

"But it's a For-r-rd," said Donald, as though that explained everything. "Throw on your sheepskin and take a look."

So I did, and we went outside, with Mamma yellin' at me to button up my coat.

It was a big panel job, painted a fire-engine red, with "Heathergl Laundry, Donald MacMurdoch, Prop." painted on the side.

"Why didn't you get a red one, Donald?" I ask him.

"It is r-r-red," he answered.



I looked her over from trim front end to rear, and I must admit she is a beauty. I told him so.

"Ay, mon, she's braw an' thr-r-ifty, too," and he looked for all the world like a new father.

"I figur-r-red it oot," he went on. "You canna save money when you're pour-r-ring pr-r-rofits back into repair-r-rs. And you canna get new customer-r-rs with a shabby auld go-cart like the aither truck was. Mon, I'm oot for business, and this truck will tur-r-rn the trick!"

We got inside then and toured around a couple of blocks, and the neighbors that was out all turned to watch us pass.

"Solid comfor-r-rt," said Donald. "And she purr-r-rs like pussy."

"How many miles to a gallon?" I ask.

"Good enough to suit a Scot," said Donald, "and not a drop of oil has she used!"

We got back to the house, and Donald showed me the door checks, and how they'd put tongue-and-groove planks on the floor to seal it up tight.

"Take a look under-r-rneath, Oliver," Donald said, and bein' a man who is interested in mechanics, I flattened out and scootched under. As clean an underside as ever I saw, with rugged-lookin' driveshaft and springs and a husky axle housin'.

"They know how to build trucks at Ford's, that's one thing sure," I said, crawlin' out.

And then I noticed that my shirt was streaked with dirt, where I'd been on the ground, and Donald sees it, too.

"A shame," he says. And then he gets thoughtful.

"My own fault," I says. "If I'd buttoned my coat like Mamma said, it'd never have happened."

"We-e-el, Oliver," Donald says. "Strip it off and let me take it along. It'll only cost you fifteen cents finished up like new."

"You're right about that truck," I says. "It's gettin' you business already."

"Of cour-r-rse," said Donald. "That fifteen cents is the rate with 10 pounds of rough dry. It ought to be seventeen cents. But seein' that you're a friend of mine . . ."

Well, what could I do?

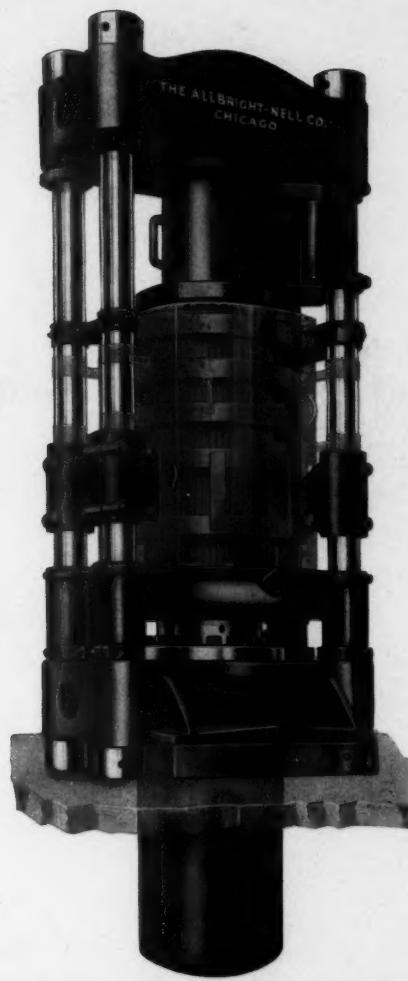
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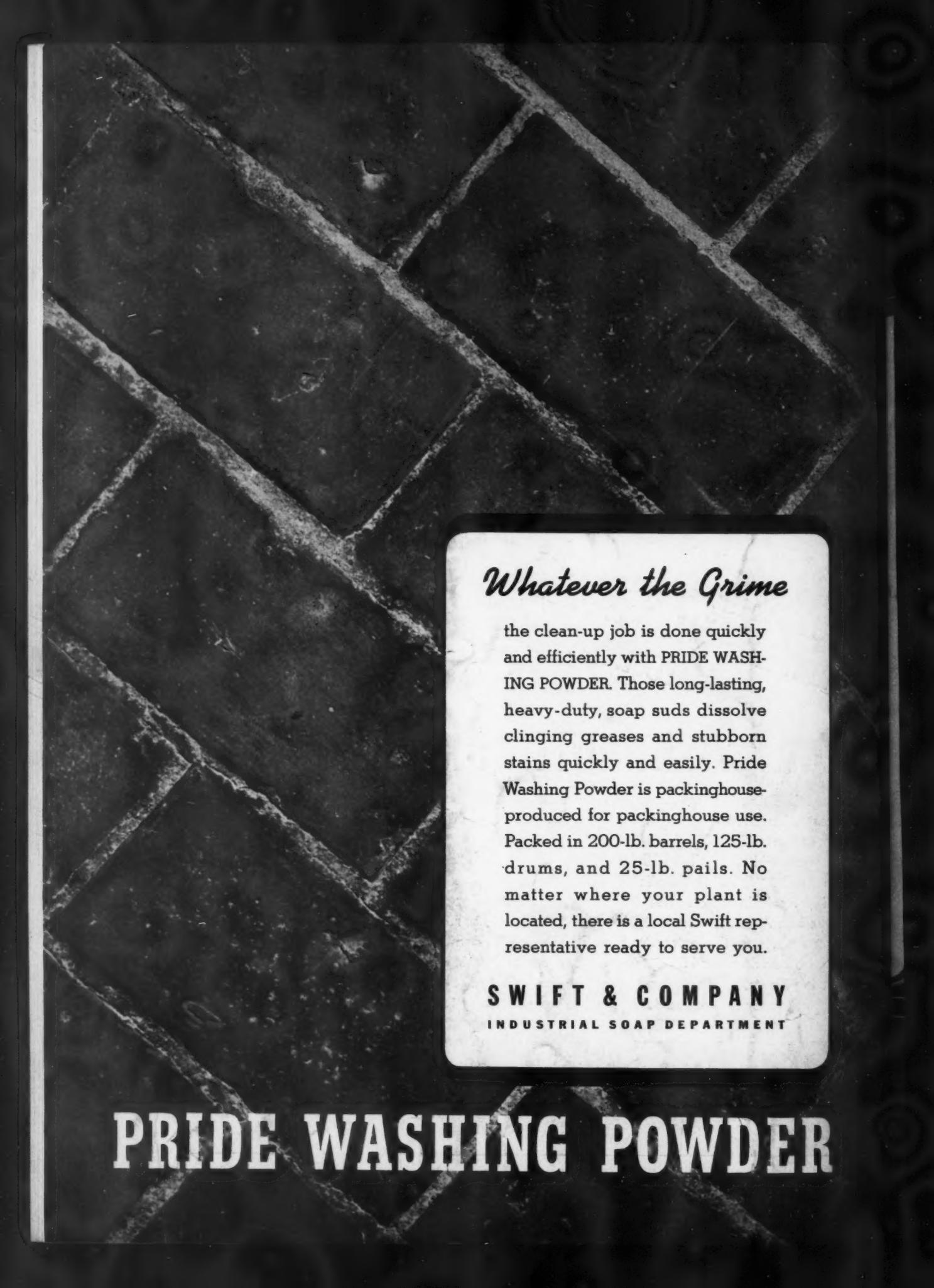
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